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# KOSOVO NEW OPPORTUNITIES FOR AGRICULTURE PROGRAM

QUARTERLY REPORT: JANUARY–MARCH 2013

APRIL 2013

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## **DISCLAIMER**

The authors' views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.



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# ACRONYMS AND ABBREVIATIONS

AgStrat	USAID's Agricultural Strategy dated 2009
AWP	Annual Work Plan
BSP	Business Service Provider
COP	Chief of Party
CTO	Chief Technical Officer
DCA	Development Credit Authority
DCOP	Deputy Chief of Party
EPA	Environmental Protection Agency
EMMP	Environmental Mitigation and Monitoring Plan
FY	Fiscal Year
EU	European Union
FtF	Farmer to Farmer
GAP	Good Agricultural Practices
HACCP	Hazard Analysis and Critical Control Points
IIF	Innovation and Incentive Fund
IPAK	Investment Promotion Agency of Kosovo
IPM	Integrated Pest Management
IWM	Integrated Weed Management
LoP	Life of Program
MAFRD	Ministry of Agriculture, Forests and Rural Development
MAP	Medicinal and Aromatic Plants
MT	Metric Tons
PERSUAP	Pesticide Evaluation Report and Safe Use Action Plan
PPE	Personal Protection Equipment
RDC	Rural Development Center
RTK	Radio and Television Kosovo
SEED	Support for East European Democracy
SOE	State-Owned Enterprise

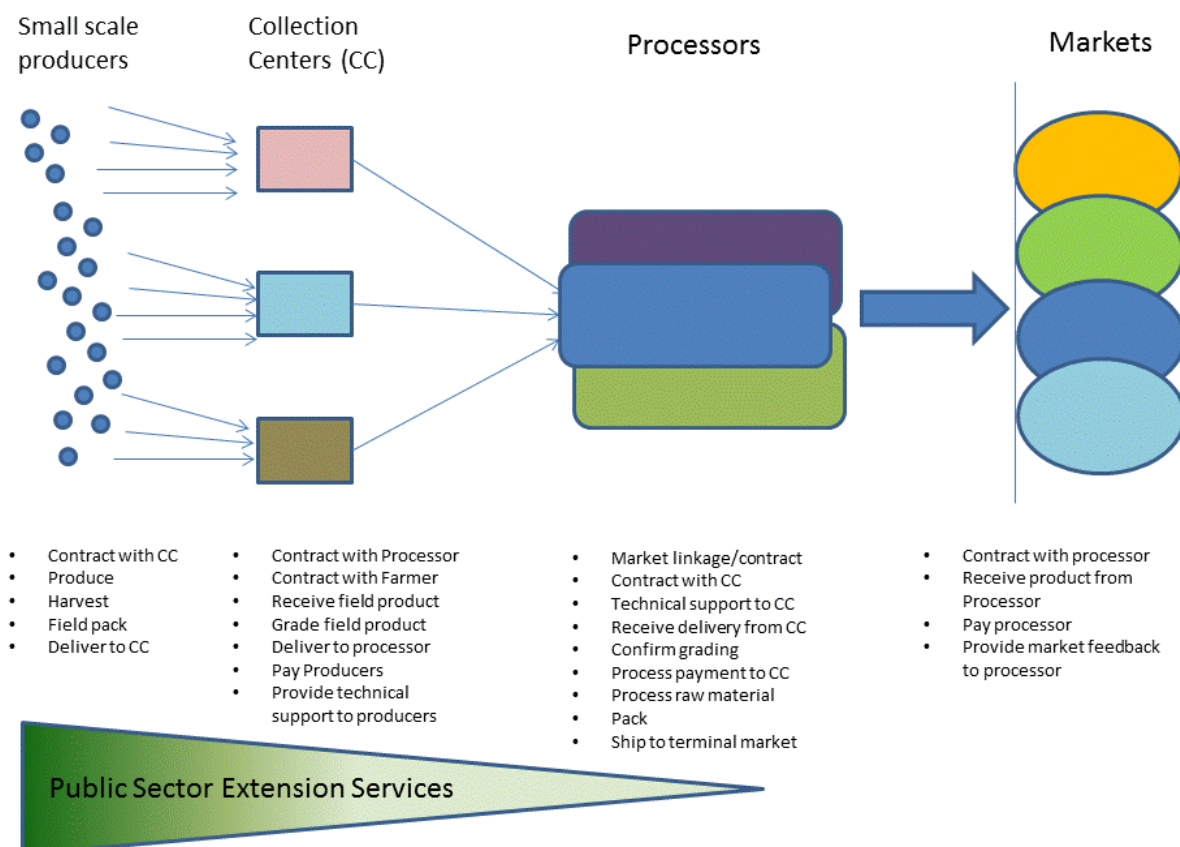
STTA	Short-Term Technical Assistance
TA	Technical Assistance
USAID	United States Agency for International Development
VC (L)	Value Chain (Lead)

# EXECUTIVE SUMMARY

This quarterly report highlights progress towards stated work plan benchmarks for the period January 2013 through March 2013.

The quarterly report continues to follow the format of the annual work plan precisely. The report does not restate the strategy and objective by value chain or a description of the activities to be undertaken. Under each value chain and under the project level objective, the report lists the stated benchmarks only. Each of these benchmarks highlights the progress made, *project to date*, with Q2 performance disaggregated. All benchmarks are listed for completeness as they appear in the project work plan, even if little or no progress has been made towards their achievement due to the seasonal nature of the program. Activities carried in preparation for these benchmarks are detailed under each benchmark heading.

This quarter covered the winter season of the project where little or no field activity took place despite a relatively mild winter period with limited snow fall. Project activity has centered this quarter on ensuring that all clients are identified, and support structures are in place prior to the spring season – Quarter 3 and that all procurement documentation and grants are finalized as far as possible.



Each value chain technical lead has attempted to put in place as many of the links, defined in the schematic above, as possible. Only by paying attention to every stage in the value chain process and identifying weaknesses can the project be sure to achieve sustainable results. Each IIF and technical activity has been designed to support one or more of these components of the value chain. Of critical



importance has been the initiation of contracts between producer – Collection Centers and Processors matching the corresponding contracts between processors and the final market.

### Highlights: Fruit Value Chains

The Apple value chain saw limited progress in market linkage establishment with the signing of off take agreements for the 2103 sales season. This has traditionally been a difficult process since local market has been undifferentiated and contracts are not applied. Training in grading and packing resulted in a marginal improvement in sales of specifically graded apples. This ensures a good foundation for next season's activities. Local Nurseries received a boost with grants awarded and concluded for high quality grafted planting materials, as well as new introductions of rootstock materials. A new association of fruit nurseries has been formed to maximize outcomes from this investment. Bytyci, a client nursery exported this quarter the first shipment of apple planting material to Holland – an excellent start for the fruit tree nursery sector.

The Table Grape sector was focused this quarter on the over grafting process. Grants and procurements were put in place to ensure that up to 20 Ha of conversion of wine grape to table grape would be carried out early in Q3. Training was successfully carried out for a large team of grafters working under the direction of the collaborating association. Agro Input suppliers started to embed technical services to ensure sustainable delivery of information to growers through private sector extension mechanisms. Work was initiated to ensure that improved cooling and packing systems will be available for the 2013 harvest.

The Strawberry value chain activity was focused on the proof of concept work involving high tunnel protected production. This system will produce ideally early production at high yield levels. Two nurseries received small quantities of planting materials designed to stimulate improved runner production for commercial sale.

7 growers planted autumn plantings of raspberry material and a delegation of phytosanitary inspectors were sent to the United Kingdom to visit Hargreaves Plants, the supplier of both raspberry and strawberry planting materials. Growers were apprised of the opportunities for Global Gap certification and what is required for fresh market post-harvest handling and packing, in preparation for the harvest season of 2013.

5 New hectares of blueberries will be planted this year – early in Q3 as a result of the work done in importing planting material from the US and identification of new blueberry growers. It is emerging that the Decan region will become a commercial blueberry zone, partly due to the fact that there are suitable soils for the crop and a commercial grower that is willing to become the commercial aggregator and marketing entity.

### Highlights: Vegetable Value Chains

**Lettuce** seed sales are increasing significantly, as a result of increased interest in the crop. Market developments during Q1 and last year have ensured that grower's enthusiasm increases. Out grower contract production has been initiated as a key to production expansion. Grants and procurement for 3 top icing units has been concluded to further expand the network of aggregators with access to quality post-harvest and processing facilities.

As a result of excellent **gherkin** production and marketing activities during the 2012 season, the process industry has galvanized around the opportunity for contract production for their raw material supplies. This quarter saw for the first time 4 collection centers and 5 processors detailing terms of supply contracts for the product supply during 2013. Supply contracts have exceeded our expectation with a total of 1,130 mt contracted for delivery. As part of the sustainability plan for the sector, all collection centers and processors began to take on additional human resource in order to better manage farmer linkages as well as their internal processes.

Overwintering of asparagus planted last year was successfully concluded with plants in very good condition emerging from winter. New plantings have been identified and an additional 7 hectares is set for planting very early in Q3. The Initial harvests off the original 3.5 ha looks set for early Q3.

The MAP sector including Saffron saw marketing promotion through attendance of producers and aggregators at the BioFach specialty trade fair in Germany. Results have been encouraging. Inward marketing missions have been set from Germany, Switzerland and the United Kingdom. NOA has worked intensively toward better market opportunities for saffron both internally and externally, with ongoing market identification being carried out in the US and Europe for the small quantities already in stock. Planting of cultivated MAP's is ongoing with a total of 61.5 Ha under cultivation at the end of Q2. The main crop remains chamomile but there has been increased area planted to menthe and Melissa. Strong market indicates an increase in Melissa over the year. Organic certification for 4 saffron growers is progressing well and will place their product in a higher price bracket as a result.

The field vegetable sector focused strongly on contract initiation, with a total of 420 farmers receiving orientation towards contract agreements. To date a total of 5,270 mt of vegetables has been contracted with an estimated potential market value of €1.5 million. A total of 15 aggregators/processors participated in this activity. New varieties of peppers have been introduced to growers under contract to processors. 70 farmers have been engaged to highlight the concept of modular seedling production which will significantly improve yields and uniformity.

### **Highlights: Dairy Value Chain**

This quarter has seen significant activity in streamlining the transparent raw milk sampling program by developing a system of information delivery via SMS. This is set for conclusion during Q3. Additionally, collaborating dairies have all set up private sector extension systems to enhance the information flow to their contracted producers. NOA contributed to the enhancement of the capacities of the KFVA to test samples of feed and milk for aflatoxin, resulting in significant reduction in delays at the border for feed importers as well as providing a rapid testing mechanism for local milk supplies.

### **CROSS CUTTING**

Improving coordination in the agricultural sector centered around the training of the emerging public sector extension services with a 3 month winter school for municipal extension workers from 26 municipalities. Q2 also saw the conclusion of the NOA supported, MAFRD collection center activity. 3 grants totaling €2.5 million were awarded to 3 firms for the construction of large modern fresh produce collection centers.

Access to finance saw progress in the development of specific products for agricultural finance. TEB bank is moving fast in the development of its agricultural flagship product the Agro – Card. This is set to revolutionize the agro credit sector and will be designed to support specifically NAO value chains and contracted growers.

Activities in support of gender equality emphasized the selection of woman lead farmers in all value chains, their training in technical and access to finance matters and ensuring that they were fully integrated in all commercial activities of processors.

### **PMP**

NOA concluded the first of its gender empowerment surveys this quarter as well as the first rural household income survey. The full analysis of these surveys will be available during Q3. The most significant results generated this quarter include:

- Excellent performance against targets for contracts signed at a cumulative 61% of annual target.
- Annual sales performance too has been encouraging with 33% of annual target being achieved year to date. This despite the fact the Q2 was not a production season but represented only sales from a few process clients.

- The number of individuals trained showed good Q2 performance generating a year to date 52% of annual target.

These results will provide a firm foundation against which to generate sales and jobs, performance indicators which will see rapid improvement during the following quarters.



# 1.0 VALUE CHAINS

## 1.1 FRUIT VALUE CHAINS

### 1.1.1 APPLES

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#### OBJECTIVE 1: PRODUCTS AND FARMERS LINKED WITH MARKETS

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##### BENCHMARKS

- **At least 1 apple packaging training unit established and functional;**

There is a lack of knowledge of, and infrastructure for, the proper washing, sorting, grading and sizing of apples at the farm level. To improve the situation, the program supported during Q1 the establishment of one prototype apple packaging facility for the training of commercial growers, packers and shippers in postharvest packaging. The packaging training unit was established at the farm of Kosove Blakaj, an apple grower near Istog. The unit improves hygiene and increases the shelf life of stored apples, as well as improves their quality and increases their value prior to delivery to local markets.



Apple cleaning, sorting and packaging unit in Kovraga – the first training organized during Q1.

- **SmartFresh introduced for at least 2 apple storage units;**

Sourcing of SmartFresh remains problematic. The international supplier is reluctant to enter a market the size of Kosovo and it appears that the project will be unable to meet this objective. NOA will continue to seek opportunities to encourage the international supplier to enter the market, which would allow introduction of the product, used to retard ripening and reduce spoilage, prior to the end of the work plan year.

- **At least 2 postharvest trainings organized;**

NOA organized the first apple postharvest cleaning, sorting and packaging training during Q1 (October 2012) at the packing unit training facility in the village of Kovraga, outside Istog. The training focused on harvesting, post-harvesting and technical details of storage. The training drew 56 participants, all of whom are involved locally in the apple value chain. During Q2, growers used the training facility to continue to promote improved packaging, resulting in a total of 420 tons of apples all graded and sorted using improved methods.

- **B2B event organized;**

To facilitate linkages between buyers and sellers within Kosovo, the program organized a B2B meeting with local growers, processors, traders and supermarkets. On Feb. 14, 2013, major fruit and vegetable processors agreed to start contracting the supply of raw materials through collection centers. NOA will provide technical advice on production to producers and processors (ABI, Koral, Ask Foods, Moea and Euro Food) as well as facilitate contracts among the above-mentioned actors. This augurs an excellent start to the contracting season in July.

- **At least 15 new contracts signed with (grower-processor-traders);**

In order to improve its sourcing of raw fruit, the “EuroFood” processing company visited seven local apple associations. Verbal agreements struck with association representatives call for “EuroFood” over the coming year to start buying small quantities, up to a maximum of 100 tons. Meanwhile, in coming years, the quantity will grow, based on the degree of trust established between the parties. NOA has visited players in the sector, who have declared their readiness to cooperate, however they have yet to begin signing contracts or develop joint grower supply/sale initiatives. NOA will expand

its efforts during Q3, when producers should have a better idea of yields as the contract season approaches (early Q4).

- **1 international STTA engaged for 10 days;**

NOA has identified and evaluated several potential post-harvest experts and evaluated but has not yet finalized its selection of a preferred consultant. This activity is planned for Q4 since the STTA will support harvest and post-harvest activities.

- **At least 80 young farmers trained on cleaning, sorting and packaging;**

In cooperation with Kosove Blakaj, an apple grower from near Istog, the NOA program established an apple cleaning and packaging training unit. As per a MoU signed with the producer, the program can use these facilities for training purposes whenever needed. A training on post-harvest activities drew 56 producers. The training included demonstrations of proper cleaning, sorting, packaging and storage techniques. Beyond this specific training event, the center was used during Q2 to provide continuous training to local farmers in improved post-harvest treatment methods.

- **At least 200 tons graded apples sold in the local market.**

In addition to the 50 metric tons sold during Q1, 370 tons of apples were sold during Q2. Of these, 147 mt or 35% were cleaned/sorted and packaged in proper carton boxes, as per training advice delivered during Q1.

#### CHALLENGES

- Lack of written production/sales contracts between producers and traders.
- High price but poor quality of apple carton boxes delivered to trial packaging sites.
- Difficulties in convincing producers to grade/sort and pack their products in proper boxes.
- Low interest in the local market for packaged product.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Identify and engage international postharvest and storage construction STTA.

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## OBJECTIVE 2: AGRICULTURE PRODUCTS DIVERSIFIED AND INCREASED

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#### BENCHMARKS

- **At least 30,000 bench-grafted apple saplings imported through 2 nurseries;**

NOA imported from Italy, through a local vendor, 30,000 apple bench grafts sufficient to establish at least 12 hectares of orchards. Upon import, the bench grafts were verified and then distributed to the selected nurseries. NOA's technical experts verified the quality of the imported bench grafts met the RFQ requirements and European and Mediterranean Plant Protection Organization (EPPO) standards.

- **At least 2 local nurseries received bench grafts to be maintained for one season;**

The 30,000 imported bench grafts were distributed to selected nurseries, which will further grow out feathered apple trees for one season. NOA set up criteria for the selected nurseries, with priority given to certified and registered nurseries with sufficient and demonstrated experience in propagation, the necessary infrastructure in place, and proper irrigation and fertilization capacity.

The imported bench grafts were certified according to European and Mediterranean Plant Protection Organization (EPPO) standards. To reach that level in Kosovo, technical assistance will be provided by experienced and knowledgeable international and local experts, who will train and guide local producers in following the highest production standards.

The following lists the industry-agreed benefits of this exercise:

- The sector will be supplied with high-quality and disease-free planting material that can enter into first commercial production just one season after planting.
- The sector (growers) will have opportunities to buy planting material that is of high quality and meets the highest phytosanitary standards (disease-free).
- Local nurseries will be sufficiently skilled to propagate planting material that meets EPPO standards.
- The total area covered in commercial apple orchards will increase by at least 12 hectares. The first commercial cropping is expected in October 2014.

- **At least 2 field days organized for interested stakeholders;**

Activities planned for Q3.

- **1 B2B visit for selected nursery producers;**

NOA has supported the transfer of knowledge to different stakeholders within the fruit sector and promoted exchanges with international nurseries and fruit producers, through the study tour to Italy. Four local nurserymen, 1 expert, 1 MAFRD staff member and 1 staff member from KFVA participated in the tour, which took place Feb. 18-13, during Q2. NOA's international STTA, Stefano Musacchi from Bologna University guided the group during this event.

The group learned about the certification scheme for planting material and was able to see, in practice, the entire process, from basic stock up to tree propagation at the nursery level and final orchard establishment. Different technical aspects of tree propagation were explored as well as the role of government bodies in the phytosanitary control and certification processes.

- **At least 12 hectares of orchards established;**

Activity planned for Q4 2013.

- **At least 30 jobs created;**

Small- and medium-sized apple producers create seasonal employment. During Q1, 6 part-time jobs were created at the apple-packaging unit in Kovraga and 3 additional positions at the new nursery association "Fidankos" based in Decan. Q3 will see further increases in job opportunities, as a result of the introduction of new planting materials, expansion of nurseries and commercial expansion.

- **At least 400 tons of apples sold annually;**

420 tons of apples were sold during the marketing period: 170 tons in Q2 and an additional 50 tons during Q1. Apple producers unable to avail themselves of appropriate storage conditions sold their apples in the first quarter, while those with good storage facilities sold their production during Q2. Based on the opinions of producers, the sales price was very good considering the dry season experienced last year.

- **At least 6 farmer field school trainings organized;**

Activities planned for Q3 and Q4.

- **Sustainable virus-free root stock and bud wood locally produced;**

6,000 apple rootstocks for establishing apple mother blocks were imported from Italy through a local vendor. Imported rootstocks have been distributed to the four pre-identified local nurseries, to produce bud wood suitable for grafting, as well as stool beds (foundation areas for rootstock) for vegetative rootstock propagation. Planting and production will begin during Q3.



- **1 association established and functional;**

For first time, nursery producers have founded a functional members' association. The association is called "Fidankos" and it currently has three members, all nursery producers from the Dukagjini region. The association's members are the beneficiaries of the new planting materials and will begin to serve the sector with improved planting materials as soon as the imported root stock and scion materials grow out sufficiently. The association has yet to bring in new members or fully articulate its member services. The association is newly formed and NOA will continue to work with it to better deliver services to members.

- **At least 100 students attended trainings and field days.**

Based on reports submitted by IADK, NOA's apple demonstration plot subcontractor, the total number of students involved in apple value chain training activities is 26. Q2 coincided with the winter period with no activities in the apple sector. It is envisaged that additional trainings will take place during Q3 and Q4.

#### ADDITIONAL ACHIEVEMENTS



Delivery of air blast sprayer to Bejtullah Korrani, from Pozharan/Viti.

- One of NOA's goals is to promote spraying and record-keeping services that help maintain the quality of spray equipment and PPE. In alignment with the AWP 2013, the program has supported three local companies by purchasing proper quality air blast sprayers to protect apples and other top fruits from pests and diseases. This activity is foreseen to improve the marketable quality of apples and allow apple growers to produce more first-quality fruit at a higher price. The new supported service providers will work within the PERSUAP requirements directly supporting the apple sector.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Follow apple bench graft cultivation progress at selected nurseries.
- Advise selected nurseries that will further grow out feathered apple trees for one season.
- Follow and support "Fidankos," the new nursery association, in becoming stonger and sustainable.
- Prepare criteria and identify potential apple producers interested in planting 30,000 feathered apple trees produced by local nurseries.

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### OBJECTIVE 3: FOOD QUALITY AND SAFETY IMPROVED

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#### BENCHMARKS

- **At least 63 commercial apple growers trained on GlobalG.A.P.;**

NOA first prepared the SOW for a local GlobalG.A.P. training STTA and then identified a number of potential local food safety certification experts. It next engaged Agron Halimi and Arben Mehmeti for this activity. A one-day training session was organized during Q2 for seven local farmers, all selected for implementation of GlobalG.A.P. standard at their farms. In addition to the apple growers, NOA held a GlobalG.A.P. presentation for 31 raspberry producers, all of who participated in a workshop organized by NOA's subcontractor "Biolab" in February 2013.

- **At least 63 commercial apple growers trained on GMP;**

Beyond the post-harvest cleaning/sorting and packaging issues raised during the training organized during Q2 at the packing unit located in Kovraga, six part-time workers engaged in this collection unit have been trained on Good Manufacturing Practices (GMP) and Good Hygiene Practices (GHP). 50 local producers were also trained on GMP through this activity.

- **30 apple growers trained on IPM;**

NOA's apple demo plot subcontractor, IADK, organized a workshop during Q1 addressing "Opportunities for High Density Apple Cultivation." Besides learning about high-density apple production results on the demo plots, 44 participants also received IPM training in the field. Furthermore during Q2, seven farmers selected for implementation of GlobalG.A.P. at their farms attended an IPM training organized by a local IPM expert, Arben Mehmeti.

- **4 local processing companies supported;**

Six fruit processors received grants to support management capacity building. NOA has approved the grant applications and employment of proposed staff is in process. NOA will provide on-the-job training to each of the employed interns to ensure they will be able to fully support their respective firm's objectives. Hopefully, the utility of the intern will ensure that they will gain permanent positions with the firm following the internship period.

In addition to the above activity, NOA also has selected a regional STTA to assess and implement the food safety standard known as HACCP at the "Koral" fruit processing company in Fushë Kosova, and the packaged salad producer and processor "Agroserra" in Mitrovica. In addition to HACCP implementation at these two local processors, the same expert has been engaged to provide technical assistance to the "Abi&Elif 19" processing company in Prizren to ensure its new processing plant complies with all relevant food safety laws and standards needed to obtain HACCP certification in the coming year.

- **At least 1 apple farm receives international food safety standard certificate in GlobalG.A.P.**

Eight farmers from different value chains, including apple, have started implementation of the GlobalG.A.P. standard at their farms. Two local experts have been engaged to support the selected farmers in implementing this standard. On March 22, 2013, GlobalG.A.P. expert Agran Halimi and IPM expert Arben Mehmeti organized a training for selected farmers. A number of field visits at selected farmers from the apple, strawberry, raspberry, table grape, lettuce and asparagus value chains were completed by experts in March. The activity will be completed in Q3 and Q4 of 2013.

#### **ADDITIONAL ACHIEVEMENTS**

- Bytyci, a NOA fruit nursery client, successfully exported its first shipment of locally grown and grafted fruit trees to Holland on Jan. 16, 2013. The company shipped to a Dutch trading operation 32,000 one-year-old plants, grafted using local rootstock and scions. NOA worked closely with the firm and the Ministry of Agriculture to ensure that the firm had appropriate quality systems in place and that certification proceeded in accordance with EU regulations.

#### **CHALLENGES**

- Lack of appropriate infrastructure required by GlobalG.A.P. standard.
- Lack of record-keeping information at the farm level.

#### **ACTIVITIES PLANNED FOR THE NEXT QUARTER**

- Follow progress on GlobalG.A.P. implementation in the field.
- Contact and identify potential certification bodies for external audit.
- Organize GlobalG.A.P. training.

- Organize HACCP training.

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## **OBJECTIVE 5: IMPROVED COORDINATION WITH THE AGRICULTURE SECTOR**

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### **BENCHMARKS**

- **Introduction of European Plant Protection Organization (EPPO) standards for apple tree production.**

Standards have been taken into consideration during the setup of the selection criteria for the importation of 30,000 apple bench grafts from Italy. In addition to this, EPPO standard rules and requirements are being followed during apple bench graft planting and cultivation in the nurseries. The effective establishment of plants at the recipient nurseries will improve the certification process and hopefully lead to the adoption of the necessary standards, even if undertaken as a private initiative.

- **EPPO standards introduced to at least 2 local nurseries;**

Introduction of EPPO standards have begun through the technical assistance offered by an engaged international STTA, local experts and NOA technical staff. In addition to the two proposed nurseries, the same technical advice and support is being delivered to two other local nurseries located in the Dukagjini region.

- **80,000 apple trees produced as per EPPO standards;**

Activity planned for Q4 2013.

- **EPPO standards introduced at 30 local nursery producers.**

This activity will take place during the upcoming production season, as soon as EPPO standards begin to be adopted at one or two primary nursery sites. Ideally, the target nurseries will adopt the standards in part or entirely and serve as demonstration sites for onward training.

### **1.1.2 TABLE GRAPES**

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## **OBJECTIVE 1: PRODUCTS AND FARMERS LINKED WITH MARKETS**

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### **Promote market opportunities and production improvements according to international market standards**

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### **BENCHMARKS**

- **At least one B2B meeting organized with market actors;**

The program achieved this benchmark during Q1. Sixty-eight participants, among them growers, traders and consumers, attended a workshop held in October 2012. The following are major recommendations from the workshop to be considered and addressed during the work year: increase production; improve quality; attempt to organize the marketing of table grapes through collection centers; improve packaging; and potentially increase exports, especially by targeting diaspora populations in EU countries through marketing companies owned by Kosovo's émigré population. The meeting led to increased interest in the table grape sector by marketing and aggregation operations and paved the way for the developments in the post-harvest handling developments slated for Q3.

- **One commercial cooling chamber established and operational;**

During Q1, NOA's technical staff met with potential cooling chamber operators to determine existing capacities and what additional support would be required to enable a facility to be fully functional for the 2013 table grape harvest.

NOA identified an equipment partner to support the activity in Macedonia during Q2 during a short field trip to determine the suitability of different cooling chamber designs. During a visit to “Gorenjsko Frigo,” NOA program staff saw the cooling facilities established by this Macedonian company. Since the activity implementation will be on a cost-share basis, the firm was invited to visit Kosovo to see potential project implementation sites and to seek partnership with local vendors. The local vendor will provide documents outlining the cooling unit design and a proposal for an appropriate technical solution in April 2013. The supplier of the equipment will partner with a local vendor to supply the necessary equipment and ideally support a collection center site on the premises of the Stonecastle vineyards. This will be finalized early in Q3.

- **Quality standards brochure for table grapes produced and distributed to market actors (collection centers [CCs], supermarkets and growers);**

NOA has evaluated the brochures developed so far for other crops to identify a suitable model for the quality standards brochure to serve the table grape sector. The table grape-specific brochure will be developed before the harvesting and marketing season starts, and will be completed in Q3.

- **Up to 20 hectares converted from wine grape to table grape production by grafting over;**

This represents the single largest field activity within the table grape VC during FY 2013. It requires adequate focus on planned activities to be successful. The objective of the conversion project has been discussed in detail at two levels: at the institutional level, with MAFRD and the Rahoveci Institute, and at the field level with the growers’ association from Rahovec. The idea has been well accepted at both levels.

The list of varieties to be grafted onto wine grape rootstocks were prepared in collaboration with Prof. Adamo Rombola, of Bologna University, and experts from the Rahoveci Institute during Q1. The list was then discussed with more than 30 growers during multiple meetings.

A RFQ for improved variety table grape scions was prepared and published by a local supplier during Q2, calling for bids to supply 88,000 scions of 14 table grape varieties, a quantity sufficient to graft over approximately 20 hectares (each planted with up to 4,400 vines, depending on the number of scions per vine). Five companies responded to the RFQ and the selected firm offered 11 varieties, including workable substitutions for certain requested but unavailable varieties.



The team visiting the mother block for vine scion propagation in Italy.

The program organized a study tour to Italy with top fruit nurserymen, grape experts from Rahovec, experts from the MAFRD and KAFV and the local supplier of grape scions.

The main objectives of the tour were to see first-hand apple, pear and grape nurseries; to inspect apple bench grafts and vines before they are shipped to Kosovo, and to facilitate the establishment of commercial relationships.

The opportunity also allowed the participants to inspect grape scions prior to import. The meeting with Rombola, along with a grafter he had identified for the project, was programmed as well to reach a final agreement on the dynamics of the conversion project implementation.



Prior to scion importation, NOA's CTO and a contracted local vendor travelled to Italy to inspect the scions. During this visit, NOA's CTO, Mike Kimes, fell seriously ill and was unable to inspect the scions; however, the local vendor did so on the project's behalf. The scions were supplied and delivered to Action for Revitalization, the service awardee. The scions were stored at Agro Celina's facilities in Xërxe and kept at the proper humidity and temperature prior to grafting. All stakeholders visited the storage facility twice per day to check on the storage environment.

The original plan to graft over using one bud per scion and one scion per vine was changed at the recommendation of various experts. It was suggested that in the event that vines were more developed, two scions with two buds per scion should be grafted. This would modify the area grafted but ensure a higher success rate. Growers from the extended list were invited to an informative meeting at Rahoveci Institute early during Q2. Program staff provided explanations of the new developments in conjunction with Action for Revitalization. The list of growers was reduced, giving priority to growers with a minimum 0.5 hectares of vineyards to be converted. A final list was developed with 10 growers, each with the given minimum of land. In the event that vines are developed enough to provide space for one scion only, the converted area will increase. The final area grafted will be known only after the grafting process is finished. Therefore a waiting list with other interested growers with areas smaller than the 0.5 hectares was developed as well.

- **At least 7 trainers and 20 intern support staff trained;**

The critical training of grafters was initiated during Q2. "Agro Drini," the local supervising grantee from the previous year, organized the grafting over training and supplied the required inputs (plastic bags and rubber ties).

Agro Drini worked (following consultation with previous STTA Schachar Karniel) with two Italian experts on grafting. The training was organized in Rahovec-area vineyards under the direction of Agro Drini, which organized the event with Action for Revitalization and the Rahoveci Institute. More than 30 people actively attended the training. The training was attended in addition by three top fruit nurserymen and their staff, as well as staff from the Rahoveci Institute and NOA. The training allowed local grafters to gain experience and self-confidence in implementing the grafting over process. Despite the risks associated with the new concept, local farmers were so enthused by the activity that they offered their own fields and locally sourced scion material for the exercises.



- **At least 1 technical leaflet produced.**

Following the successful grafting over, the growers will be required to better manage their new vines for maximum output. The technical leaflet produced will emphasize specific management practices required to optimize output.

Qamil Cena will lead the team of authors with the support of experts from the Rahoveci Institute and the NOA program. Experiences gathered from the locally grafting over and from other sites (countries) will be used as references for the leaflet. Once the grafting is complete during Q3, this booklet will be finalized.

### ADDITIONAL ACHIEVEMENTS

- The supervising grantee, Agro Drini, organized two field days. One was held in Rahovec and the other in Suhareka. The field day in Rahovec was attended by 42 growers and students; 24 growers attended the session in Suhareka. The field days focused on the technical aspects of early season crop management and reinforced the need for attention to detail in plant management during early spring.

### CHALLENGES

- Weather conditions that included a very long rainy period accompanied by very low temperatures caused delays in the start of the grafting. Therefore, the time frame for the grafting project implementation narrowed, especially since grafting must be completed before bud break.



The training process leading to excellent grafting completed by trainees

### ADDITIONAL ACHIEVEMENTS

- One meeting was organized with table grape growers to discuss vine conversion dynamics. The opportunity was used to discuss as well the modalities for embedded services and scaling up the modified T trellising system introduced by NOA last year. Growers cited the cost of the system as a limiting factor in future scaling.



### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Selection of the growers' association to oversee the over grafting process;
- Grafting over implemented on at least 5 hectares;
- One TV presentation on the grafting prepared. The shooting of other stages will follow;
- Monitoring of vineyards and reporting on the developments; and
- Organize field events for different stakeholders.

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## OBJECTIVE 2: AGRICULTURE PRODUCTS DIVERSIFIED AND INCREASED

### Increasing incentives to produce higher qualities of table grape

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### BENCHMARKS

- **At least 2 agro-input dealers provide embedded services to growers;**

NOA has discussed the concept with Muja, an input supplier, and the Agro Drini company. These firms are active in the supply of inputs to existing clients and as such may develop an interest in commercial extension services. Modalities were developed during Q2 to provide support to commercial agricultural extension services, from input suppliers to growers.

The implementation of this activity will take place during Q3.

- **At least 150 growers benefit from promotional discounts and adopt improved practices;**

In order to support the commercial expansion of new technologies, limited promotional activities by the private sector will encourage uptake of technologies. Rather than supporting farmers directly, promotional activities will be facilitated through the private sector. This activity will be implemented during Q3 and support growers in multiple sectors, both fruit and vegetable. During Q2, the support mechanisms were discussed and the grant documentation developed. Q3 will see the conclusion of these support mechanisms.

- **At least 1 local company willing to manufacture trellising system.**

The identification of local steel processing companies capable of manufacturing “Y” trellising system is in process. As far as the improved “T” trellising system is concerned, two companies have shown interest in manufacturing the system. They were asked to develop a model, and to estimate their costs, and then communicate such information to the growers’ associations.

During Q2, only one company showed a willingness to provide the model and cost for a T trellising system through the program. Communication between the company and the growers is ongoing.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- The embedded commercial extension services will commence;
- The promotional discounts on inputs for multiple sectors will begin; and
- Interested growers will begin to modify their T trellising systems.

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### OBJECTIVE 3: FOOD QUALITY AND SAFETY IMPROVED

#### **Improvement of post-harvest technologies and practices, maintain fruit quality in field and in storage**

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##### BENCHMARKS

- **At least 1 forced air cooling unit is established in Rahovec/Orahovac region;**

Modalities have been discussed with Stonecastle, which is currently the biggest table grape producer and marketing operation in Kosovo. The company has shown interest in establishing a cooling chamber with a forced-air cooler on a cost-share basis. The final design and identification of the suppliers of the cooling system, along with all required technology and technical assistance, will be implemented during the Q3.

“Gorenjsko Frigo” from Macedonia showed itself during Q2 as a potential technical partner to local suppliers, as it would be able to provide technical assistance on project implementation of the required forced air coolers. A visit to Stonecastle was facilitated late in Q2. The process will be finalized for implementation during Q3.

- **At least 1 packing center established and operational;**

To be realized during Q3, before the harvesting season starts. Stonecastle has a warehouse that it is willing to rehabilitate to house the cooling system and packing and grading center. Meetings during Q2 with Stonecastle management confirmed its strong interest in moving forward with this.

- **At least 100,000 kilograms of table grapes pre-cooled, stored and sold out of season.**

To be implemented during Q3 and Q4, during the harvest of the product.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Potential actors to establish packing and cooling units identified and establishment remains ongoing; and

- Technical assistance for cooling chambers made available.

### 1.1.3 STRAWBERRIES

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## OBJECTIVE 1: PRODUCTS AND FARMERS LINKED WITH MARKETS

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### BENCHMARKS

- **At least 20,000 Euros (\$25,600) in sales during street promotions in Kosovo;**
- **At least 5,000 Euros (\$6,400) in sales in Tirana;**
- **At least 5,000 kilograms of strawberries exported to Albania; and**
- **At least one supermarket display of Kosovo berries established in dedicated cold shelves.**

Due to the seasonality of this crop no activities under this benchmark have been undertaken during Q2. Initial contacts have been made with collaborators in Tirana to organize the promotional activity during Q3.

### CHALLENGES

- Strawberry production is intensive, both in terms of labor and financial resources. The challenge to the expansion of the sector remains primarily an issue of the management capacity and then one of the financial capacity of producers.

### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- The sales and promotional activities are planned for May in Tirana and June in Pristina. Preparation for these activities will begin the end of Q2 with initial discussions with market collaborators interested in the strawberry sector. Strong interest was shown in working with local producers as Kosovo production will provide an extended season due to agro climatic variations.

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## OBJECTIVE 2: AGRICULTURE PRODUCTS DIVERSIFIED AND INCREASED

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### BENCHMARKS

- **Hargreaves agrees to supply technical assistance to cooperating nurseries;**

In order to increase capacity in the inspection of planting material and in enforcing plant breeder rights, 3 AVUK inspectors, accompanied by NOA's CTO and fruit sector lead, attended a four-day training during Q2 in England at the premises of Hargreaves Plants, a major wholesale nursery. The training was facilitated by USAID/ NOA as part of an earlier agreement with Hargreaves, which organized and partially funded this trip. Inspectors learned in practice how the certification scheme for planting material functions, the role played by the UK's Food, Environmental, and Research Agency (FERA) in the inspection area and how this agency links with other areas of the government. Inspectors were able to see the entire planting material propagation chain at Hargreaves, starting from tissue culture propagation up to the field propagation. They met key actors in the chain and exchanged experiences with them. This visit was also used to solidify the opportunities for the firm to partner with local nurseries in propagation activities.

- **At least 2 nurseries are identified to support implementation of activities;**

NOA has identified two nurseries to further propagate strawberry runners. A delivery of 10,000 Elsanta variety strawberry runners was shipped by Hargreaves UK to Kosovo. The program split the shipment in two, distributing the runners to N.T.P. Dredhza – Lluke and Fidanishtja e Godancit, Shtime. Each has established plantations of 0.50 hectares for runner propagation. Planting was done on time at the two nursery sites. Establishment during Q1 was hampered by the onset of cold weather and may have affected the vigor of the plants supplied. Outcomes of these plantings will be evaluated early in Q3.



- **At least 4 different trainings organized;**

NOA plans four trainings for Q3 and Q4. Three of the trainings will target commercial growers, the fourth nursery growers. The first trainings will be held early in Q3 highlighting indoor growing technologies. These trainings will highlight sequential aspects of production. Trainings will be conducted by local STTA assigned to the strawberry sector. In addition, the local STTA (Vahid Avdiu) will continue to visit all strawberry growers twice per month to make recommendations on improving the fields.

- **At least 50 growers will be trained;**

During the four programmed trainings, NOA expects to train at least 50 farmers in critical aspects of production. Topics will continue to follow the NOA strawberry cultivation guide to include environmental requirements, biological characteristics of the varieties, cultivation systems, field layout and preparation as well as marketing and post-harvest handling. Q3 will see the training begin for nursery, open field and protected production.

- **At least 0.2 hectares high tunnels of early production implemented;**

The program identified two farmers willing to develop 0.2 hectares with high tunnels for the indoor production of strawberries. The farmers are Halim Baftiu, from Davidovc, Shtime, and Xhavit Mulaj from Lluke, Decan. They have self-funded and constructed the high tunnels, while the program supported the plastic covering materials.



Xhavit Mulaj , green house, Lluke, Decan



Halim Baftiu's high tunnel, Davidovc, Shtime

- **Strawberry production brochure (500 copies) printed and distributed.**

The brochure is being compiled and will be ready for distribution and inclusion into the trainings during Q3. The brochure will summarize the production handbook already produced by NOA and highlight yields and economic considerations that have emerged from producer experiences to date.

#### ADDITIONAL ACHIEVEMENTS

- The two project nursery grantees sold 110,000 runners during Q2, valued at approximately €10,000, in addition to the 200,000 runners sold during Q1. Buyers are predominantly farmers expanding their areas under production as a result of grants from the Ministry of Agriculture. All buyers have been individual farmers seeking to expand their production by using improved quality runners representing new varieties already shown to have extended significantly the production season. The quality of the runners and varieties available is creating significant interest in this crop with inquiry frequency increasing significantly.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Local STTA together with program staff will organize two field days.

- Hargreaves will delivery technical assistance to cooperating strawberry nurseries once they decide on the inbound technical training activities during Q3.

#### 1.1.4 RASPBERRIES

### OBJECTIVE 1: FARMERS AND PRODUCTS LINKED TO MARKETS

#### BENCHMARKS

- **At least 10,000 Euros (\$12,800) sales during street promotions;**
- **More than 10 participating raspberry and blackberry growers;**
- **At least 10,000 Euros (\$12,800) in sales to supermarket chain; and**
- **Export at least 4 trial shipments of fresh raspberries.**

All these benchmarks are planned to be achieved in the later stages of the program, as they are dependent on production and harvest of the product. All activities during the upcoming season will be geared to enhancing commercial yield and quality.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Activities related to these benchmarks will start during Q3.

### OBJECTIVE 2: AGRICULTURAL PRODUCTS DIVERSIFIED AND INCREASED

#### BENCHMARKS

- **At least 5.5 hectares of new Polka plant variety established;**



The owner of APC signing for the received Polka raspberry canes



By the end of October 2012, Hargreaves Plants Ltd. UK had shipped 21,000 Polka plants to Kosovo. Of these, 6,000 Polka canes were distributed to the MVM Association's six growers in Sterpce, while 15,000 Polka canes went to APC in Peran/Podujeve. By March 21, the same

firm had shipped an additional 31,000 raspberry canes, thus making a total of 52,000 Polka canes received. As a result, the raspberry production area this year is expected to increase by approximately 5.5 hectares. The additional 31,000 plants have been received by 6 different growers and planted in 5 regions: 5,000 canes at APC in Perane/Podujevo; 1,500 at Rugova in Zahaq/Peja; 3,000 at Biofood and Adem Ademi in G.Lubinje/Prizren; 5,000 at Biobuzmi in Bibaj/Ferizaj; and 16,500 by Ask Foods in Kravarica/Gjilan. The plants were accompanied by all the necessary documentation, and appeared healthy and in good condition. Farmers were satisfied with the quality of the canes. It is still too early to assess the response of the fall plantings. STTA Rick Dale will visit all sites early in Q3. The sites planted with raspberries will be monitored and technical advice provided to farmers by three local STTAs.

- **Raspberry farmer field school established;**

The SOW has been approved to engage an international consultant for a number of activities. The consultant is expected to arrive in Kosovo during Q3, on April 15, 2013. Through the farmer field school, the international consultant (Richard Dale) will train three local STTAs who then will manage the raspberry demo plots established by the program in 2012 and 2013. The training will encompass the whole range of raspberry agronomy and crop protection, including soil moisture indicators. The training will take place at three grantee grower sites.

- **At least 5 GAP/IPM tools integrated;**

The program has purchased during Q1, five Mankar herbicide/pesticide application units for specific crop weed control. Four have been delivered to NOA grant beneficiaries who are presently growing raspberries (APC, Ask Foods and MVM Association) and blueberries (Juniku & Dredheza). The fifth unit will be used as a training unit and held by NOA for future weed control training activities across the spectrum of soft fruit production. This equipment was promoted during the raspberry field day in Jazhince/Sterpce during Q1, and will be in full commercial use during early Q3, once weed growth begins in spring.

- **At least 2 nurseries implement the nursery development program with Hargreaves Plants;**

Hargreaves' commitment to support the nursery sector continues and was reinforced during a visit to the firm's premises during Q2. The firm will send a small delegation, planned during Q3, to finalize its collaboration in Kosovo.

- **Study tours to UK and Poland with identified nurseries and phytosanitary inspectors to enhance the propagation of runners and phytosanitary inspection procedures;**

Three phytosanitary inspectors from AVUK/MAFRD took part in the four-day study tour, Feb, 4-11, 2013, in the UK to increase capacity in the inspection of planting materials and enforcing plant breeder rights. They inspected 31,000 Polka canes prior to their dispatch to Kosovo. In addition, experiences were exchanged with a counterpart from FERA (Food, Environmental and Research Agency) on the certification of planting materials.

The study tour was facilitated by USAID/ NOA as part of an earlier agreement with Hargreaves Plants Ltd., which both organized and funded this trip. The participants were able to learn in practice how the certification scheme of planting material functions, what FERA's role is in inspections along with its links to other parts of the government. Inspectors witnessed the entire planting material propagation chain at Hargreaves, from tissue culture propagation up to the field propagation. They met key actors in the chain and exchanged experiences with them.

They also met with an expert in the registration and protection of varieties and learned the procedures outlining the registration of new varieties under the International Union for the Protection of New Varieties of Plants UPOV. The potential contracting of a Polka raspberry variety propagation license with two local nurseries in Kosovo was discussed with the legal department of Hargreaves. Inspectors and NOA staff were able to check raspberry canes prior to their dispatch to Kosovo. Inspections included examinations of packaging, root washing, labeling and visual disease control. The inspection was satisfactory.

The study tour to Poland is planned for Q3 and should involve a larger group of participants, as raspberry growers and two nurseries will be invited to learn about the critical production requirements for the Polka variety.

- **At least 1 field trip organized within the region (Serbia); and**

This field trip is also planned for Q3. Raspberry growers from Kosovo will have an opportunity to see best practices for raspberry varieties grown in Serbia, which is considered one of the world's biggest producers of raspberries.

- **At least 2 nurseries licensed to produce Polka.**

Representatives of the two nurseries (Fidanishtja Godanc, in Shtime, and Dredheza, in Decan) will participate in the study tour to Poland. The program will assist the nurseries through the leveraging of a propagation license for the Polka variety.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Purchase a non-invasive grass and fertigation venture system to promote its use to at least three raspberry growers.
- Study visit to Serbia with raspberry growers.
- Study tour to Poland.

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### OBJECTIVE 3: FOOD QUALITY AND SAFETY IMPROVED

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#### BENCHMARKS

- **Installation of at least 1 forced-air cooling system for the fresh export of raspberries.**

The RFQ for a portable forced-air tunnel pallet cooler was prepared and submitted to the home office for purchase of the equipment in the United States. The forced-air cooling fan unit will be used inside the existing cold storage room at APC Company and will be a stand-alone, complete unit, running on reverse osmosis air flow, complete with a pre-cooling tarp for the tunnel. However, RFQ response in the U.S. was poor so NOA has decided to proceed with this activity in collaboration with a local vendor. This will be finalized early in Q3.

#### ADDITIONAL ACHIEVEMENTS

- The program together with supervising grantee Biolab held on February 26, 2013, in Lipjan, a one-day workshop on raspberry post-harvest requirements and the GlobalG.A.P. certification system. In all, 31 participants attended the workshop. They included NOA beneficiary farmers, phytosanitary inspectors from MAFRD/AVUK, and 8 raspberry growers from Zupa Valley/Prizren (Bosnian minority) who are also members of the local NGO “Agro-Red-Gold.” All showed an interest in learning about the latest information on the raspberry industry. Going forward, the program will take into consideration this enthusiastic group of raspberry growers and involve them in future capacity building activities.
- One raspberry grower, Gege Zefi, from Bibaj/Ferizaj, has been selected to implement GlobalG.A.P. at his raspberry field. The implementation procedures are ongoing and two local experts appointed by the project are providing instructions and advice on how to fulfill the GlobalG.A.P. requirements.
- Currently, plastic clamshell containers are available through one of the raspberry growers, Gege Zefi, from Bibaj/Ferizaj who otherwise utilizes a variety of different packaging containers for fruits and vegetables. Other raspberry growers have been informed where to purchase suitable packaging material for raspberries, all while the program is looking at market preferences in the EU. Although the plastic clamshell is an excellent packaging option, there seems to be a trend toward more organic packaging.



Workshop on raspberry post-harvest

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Purchase the forced-air cooling system and install at existing cold storage room at APC company.
- Continue to look for appropriate clamshell containers and label materials as a standard package for raspberries to be sold through fresh markets.

#### 1.1.5 BLUEBERRIES

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### OBJECTIVE 1: PRODUCTS AND FARMERS LINKED WITH MARKETS

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#### BENCHMARKS

- **At least 1 leaflet issued and distributed;**

A leaflet that emphasizes the economic and health benefits of blueberries has been outlined and the material submitted for publication. It will be available during Q3 as field days begin and training by the international STTA is provided.

- **1 article published;**

An article on the benefits of blueberry cultivation has been drafted. The identification of the publisher is in progress. This will be the first in a series of articles on the technological, economic and health aspects of blueberries. As with the above benchmark, this will coincide with spring growth and trainings.

- **At least 1 TV highlight created to stimulate blueberry adoption by growers;**
- **At least 1 field visit for market actors organized; and**
- **At least 2 growers attended marketing events for soft fruits organized in the region.**

All the above benchmarks will see progress during Q3 and Q4.

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### OBJECTIVE 2: AGRICULTURE PRODUCTS DIVERSIFIED AND INCREASED

#### Increasing production through area expansion

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#### BENCHMARKS

- **At least 5 hectares of new crops planted;**

14,100 blueberry bushes, sufficient to establish 5 hectares' of plantations, have been received from suppliers in the United States. These two- and three-year-old bushes are made up of the following four varieties: Bluecrop, Duke, Elliott and Legacy. They will be used to expand existing commercial plantations. For trial purposes, 20 bushes of each of five further varieties—Toro, Sierra, Nelson, Arlen and Chanticleer—were also ordered and received.

The below details the shipment received in mid March from suppliers in the U.S.:

Cultivar	Plants	Size
Bluecrop	2,800	10"- 18" 2 year
Duke	2,800	10"- 18" 2 year
Elliott	1,400	10"- 18" 2 Year
Legacy	1,400	10"- 18" 2 Year
Bluecrop	2,800	1 CT 3 Year
Duke	2,800	1 CT 3 Year
Toro	20	10"- 18" 2 year
Sierra	20	10"- 18" 2 year
Nelson	20	10"- 18" 2 year
Arlen	20	10"- 18" 2 year
Chanticleer	20	10"- 18" 2 year
<b>Total plants</b>	<b>14,100</b>	



Beyond the phytosanitary controls at the border implemented by local authorities, NOA's fruit production specialist visually checked the plants as well during unloading and distribution. There were no signs of any damage, pests or disease. Prior to distribution to the final grantees, the plants were stored at the "Juniku" farm, in its existing storage facility.

Potential grantees participated in the unloading process. This opportunity was used to provide them with an initial training on plant monitoring (checking for and identification of possible insect pests and cane disease); ages of the bushes; differences by varieties in vigor and growth; how to store bushes at the farm prior to planting; the importance of soil moisture; and how to avoid excessive humidity.

An RFA was issued during Q2 to seek interest in new commercial plantings. 14 potential producers attended an informational meeting organized by the program. Only three applied for support in establishing commercial plantations. Following field visits, two fully met the established criteria for selection. The area proposed by the two was sufficient to establish just 2.5 hectares (of the 5 hectares planned). Therefore, the RFA was reissued. Juniku Company reapplied on behalf of three other growers to establish 4.5 hectares.

Six grantees were finally selected for project implementation, covering an area of 5 hectares in total. The list of growers and the area to be planted is as follows:

Grantee	Farm location	Area (hectares)	# of bushes		Total bushes
			2-year	3-year	
Krasniqi – R	Ramoc – Gjakova	0.50	840	560	1,400
Blerti	Sllup – Deçan	0.90	1,512	1,008	2,520
Toni	Sllup – Deçan	0.90	1,512	1,008	2,520
Fisi	Sllup – Deçan	0.90	1,512	1,008	2,520
Zdrava hrana	Susice – Shterpce	0.50	840	560	1,400
Juniku	Juniku	1.30	2,284	1,456	3,740
<b>TOTAL</b>		<b>5.00</b>	<b>8,500</b>	<b>5,600</b>	<b>14,100</b>

- **At least 2 nurseries engaged in blueberry supply;**

The Dredhëza nursery has established contacts and is communicating with soft fruit nurseries in Poland to possibly collaborate in the future on exchanges and technical support. The program has facilitated these contacts and the nursery is looking forward to negotiating, again with NOA support, various opportunities for increased collaboration and technical exchange. Blueberry bushes established during the last year are in good condition and it is anticipated that at least some planting material will be taken for rooting trials this season.

- **At least 1,000 bushes propagated locally and ready for sale;**

Blueberry propagation is very specific compared to other soft fruit crops. Therefore special conditions and technologies are required to reach commercial propagation standards for the crop. At this first stage, the Dredhëza nursery has identified the proper growing media and growth regulators to start propagation and will begin the process during Q2.

Rick Dale, an international consultant on blueberries who provided NOA with technical assistance on blueberry production last year, will return to Kosovo to draw further attention to this topic and prepare a presentation on the main principles of blueberry propagation. His upcoming assignment will take place during the third week of April. **At least 8 training sessions (field schools) organized for trainers and growers according to the crop calendar (pruning, plant nutrition, irrigation, plant protection, harvesting);**

A training calendar was outlined following the crop calendar and training was initiated during Q2 to support existing and new growers of the crop, as well as to reinforce the engagement of growers in two regions in particular (Gjilane and Decan). New grower grantees will be brought into the training during Q3 when international STTA Rick Dale returns to provide this information.

- **At least 14 people trained on growing technologies;**

14 potentially interested producers attended during Q1 the informational meeting. They learned about the blueberry crop's specific requirements in terms of soil conditions, irrigation, fertigation and phytosanitary control. Further training events will be organized for commercial growers. The designated blueberry nursery in Decan will continue to provide a training venue for blueberry growers.

- **At least 4 trained individuals supervising field production participate in study tour to Poland.**

The proposed visit to Poland to conduct this study tour is in the process of development and is scheduled jointly with Hargreaves Plants (UK). It will take place during Q3. This study tour will enable soft fruit producers and plant material producers to develop linkages with suppliers of technology and planting materials. This will enable future developments to take place without project support.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Finalize the study tour to Poland.
- Implement the farmer field school, according to cropping calendar.
- Implement the training program for established and new blueberry growers with STTA support.

## 1.2 VEGETABLES

### 1.2.1 LETTUCE

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#### OBJECTIVE 1: PRODUCTS AND FARMERS LINKED WITH MARKETS

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##### BENCHMARKS

- **At least 200 stakeholders within lettuce value chain will be trained;**

Implementation of this activity will start early in Q3.

- **At least 2 million seeds sold by input suppliers to farmers in the value of 50,000 Euros (\$64,000);**

Total sales to date are 930,000 seeds (46% of annual target). The input supplier "Jonathan," based in Gjakova, sold 150,000 lettuce seeds in Q1 to 12 farmers engaged in the promotion of new lettuce varieties. Jonathan, Fitofarma and Agro Farma in Q2 sold 720,000 lettuce seeds, worth 8,820 Euros, to the same farmers. A majority of seeds sold (550,000) were new varieties promoted by the project, which suggests that farmers and consumers alike have embraced the promoted varieties. Additional sales are expected in Q3.

- **13 hectares of lettuce will be planted through direct linkages between farmers and input suppliers;**

Two hectares of late-season lettuce were planted in Q1 through direct linkages between farmers and input suppliers. The planted area produced 280,000 lettuce heads and 671 kilograms of baby lettuce, which were later sold on the local market. In Q2, three hectares of lettuce of different types were transplanted in plastic tunnels for early spring harvesting. Based on information from input suppliers, the area planted with lettuce increased by more than 20% compared with the same period in 2012. Total plantings this year (to date) are 5 hectares.

- **At least 100,000 Euros (\$128,000) in sales will be generated through improved linkages;**

The program facilitated several market linkages (sales contracts) for the only lettuce processing company in the country, Agro Serra, introducing it to the "Swiss Diamond" luxury hotel; the

supermarket chain “City Hipermarket;” and several restaurants, including Pjata, Basilico, Puro, Home and Rroni (a previous and once again current client). These introductions resulted in regular daily/weekly orders. Unfortunately, lettuce production during winter months is limited and by the end of December, Agro Serra interrupted its supply to some of the biggest buyers. Agro Serra has developed a small supply window from Albania; there, a single supplier is able to partly meet its winter requirements through a production contract. This supply window met some of the demand but was insufficient to meet total established demand. This proved a disadvantage for Agro Serra as it will have to recapture gains made.

The total sales for newly recruited clients for the months of November and December were 1,246 Euro. 18 new clients were recruited during Q1; the program facilitated 33% of these new contracts, which resulted in 76% of the company’s new sales. (Total list of new clients: Vila Germia, Hotel Swiss Diamond, Interex, City Hipermarket 2, Restaurants: Guru, Rroni, Symphonia, Fransco, Pjata, Basilico, Metropol, Afa, Konaku, Collection, Puro, A&A, Te Buci). Increased production and supply to the above-mentioned clients is expected in Q3 as result of warming weather conditions and opportunities to cultivate in both open fields and greenhouses. No local sales as a result of linkages were made during Q2 – the off season.

- **At least 50 actors in value chain will be involved in these activities;**

Twelve lettuce producers as direct beneficiaries and 10 newly interested lettuce producers identified in Q1 were involved in lettuce production. Planting activity will be intensified from early spring (Q3), involving more actors in value chain.

- **Contract out growing to at least 10 farmers for lettuce production by packaging center;**

The lettuce post-harvest line (packaging center) established at Agro Serra in Mitrovica started functioning on Oct. 15 2012. Markets for the promoted new lettuce varieties were identified and demand for its output is steadily increasing. Two out growers were identified and contracted by Agro Serra in Mitrovica. Contracted out growers will produce at least 90,000 lettuce heads during the growing season in greenhouses totaling 2,000 m<sup>2</sup>. Agro Serra will provide the lettuce seedlings to out growers and NOA will provide them with technical advice through local STTA. Transport of raw material (lettuce) from the growing area to the packaging center remains Agro Serra’s responsibility. Both parties agreed with the terms of the contract and showed a willingness to continue collaboration and increase growing quantities. Identification of other potential out growers will be continued in Q3.

- **At least two promotion days and two B2B organized emphasizing different types of lettuce;**

This benchmark was achieved during Q1 when two promotional events were organized: a) lettuce processing plant grand opening event; and b) lettuce tasting and promotion event.

The Lettuce Tasting and Promotional event was organised on Oct. 17 at Emerald Restaurant with a focus on promoting the following new lettuce varieties: Iceberg, Romaine, Baby Leaf, Rucola (arugula) and Salanova. This event was fully reported in Q1 but has done much to promote local supply. NOA will arrange at least one additional lettuce promotional event during Q3.

- **At least 2,000 kilograms of lettuce will be sold to Albania as trial export.**

Trial export of bagged lettuce to Albania is planned in Q3. Initial contacts have been made linking to retail outlets. This market linkage will be in conjunction with the strawberry promotional activities during Q3.

## **CHALLENGES**

The challenge remains to lengthen the growing season and generate better supply chains so the local producers can hold year round the market that they generate in the spring and summer. Agro Serra’s experience this winter showed the promise of lower altitude production contracts but it remains to be seen how the growing demand for “local” can be met in the off season.



## ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Continue to develop new planting options and growers for contract production to supply the Agro Serra demand.

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## OBJECTIVE 2: AGRICULTURE PRODUCTS DIVERSIFIED AND INCREASED

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### BENCHMARKS

- **At least 5 million lettuce heads produced and sold (30 hectares – a six-fold increase over 2012);**

Cultivated area and lettuce head production both will increase starting in Q3 as Kosovo enters the peak season of production. 280,000 lettuce heads were produced in Q1 and demand is increasing. Seedling production was scheduled for early spring plantings. Three hectares (360,000 lettuce heads) of different varieties of lettuce were transplanted into plastic tunnels for early spring harvesting. Based on information from input suppliers, the area out planted with lettuce increased by more than 20% compared with the same period in 2012. Production of lettuce heads in Q3 will be both in open fields and in greenhouses or low tunnels.

- **At least 5,000 kilograms of baby leaf lettuce produced**

671 kilograms of baby leaf lettuce were produced and sold in Q1 and 500 kilograms produced and sold in Q2. One particular limitation regarding processed lettuce is the limited quantity of fresh lettuce produced during winter months. Production of baby leaf lettuce will increase in Q3.

- **At least 20 existing farmers encouraged to increase their surface area of production**

The production of lettuce, when compared with the same period of last year, has increased by at least 20%, which indicates that farmers have already started to increase their area under lettuce production.

- **At least 100 new jobs created**

The job creation as a result of increased lettuce production will be evaluated and calculated in Q3 as new production peaks.

- **At least four graduated agronomists will be trained to update their knowledge on lettuce production**

The training of graduated agronomists to update their knowledge of lettuce production technology will be initiated in Q3. The training will be conducted by local STTA who will also be engaged to provide technical advice to lettuce producers.

- **At least 60 lettuce producers will be trained regarding food safety and quality standards (IPM and GLOBALG.A.P.)**

The training on GLOBALG.A.P. and IPM for lettuce producers and other stakeholders within the lettuce value chain will be organized in Q3 (May 2013).

- **2 planting machines and 1 harvesting machine will be fabricated/adapted locally;**

Two planting machines and one harvesting machine will be fabricated/adapted locally by the end of Q3. There is strong interest in this output as a result of the visit to Holland by lettuce growers during 2012. Interested growers have identified the basic type of equipment that needs to be modified. A metal processor for fabrication/adaption of the transplanting machines was identified in Q2. The first transplanting machine will be ready for demonstration and promotion in May 2013, or early in Q3.

- **At least two new ice making machines co-financed;**

Co-financing three ice machines for improving the shelf life of harvested lettuce will be implemented in Q3 to coincide with the peak season of lettuce production. Three potential beneficiaries were

identified and the evaluation process was done in Q2. Ice-making units have been procured from the United States and are in transit to Kosovo.

- **At least three farmer groups will be trained on basics of GLOBALG.A.P.; and**

The GLOBALG.A.P. training is planned for Q3. NOA technical staff has begun to identify potential producers who are in a position to meet the stringent requirements of GLOBALG.A.P.

- **At least 30 farmers will continue implementing IPM standards.**

The IPM standards were introduced and implemented during FY2. The farmers will continue implementation of IPM standards from early spring Q3.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Finalize GLOBALG.A.P. farmer selection.
- Follow up IPM adoption and needs for modification, if any.
- Finalize importation of the ice-making machines and ensure that they are installed to maximum advantage at grower/collection centers that will benefit from top-icing of head lettuce.
- Continue to promote expanded production through increased area.
- Supervise the local fabrication of a suitable planting machine.

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### OBJECTIVE 3: FOOD QUALITY AND SAFETY IMPROVED

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#### BENCHMARKS

- **Mitrovica lettuce center will begin to implement at least 1 food hygiene standard;**

The hygiene standards employed at Agro Serra were assessed and evaluated by regional STTA in Q2, identifying which standards the company has to fulfill in order to ensure implementation of the hygiene standard HACCP. The process will be continued and finalized by the end of Q4.

- **At least 4 different bagged types of lettuce packed by Agro Serra will be promoted;**

As already reported above, the program was engaged in direct promotion of Agro Serra's bagged lettuce. Among the most popular varieties are: Baby Leaf, Spring Mix, Baby Spinach and Rucola. The program will continue to support Agro Serra in the promotion of four different types of bagged lettuce.

- **At least 6 lettuce producers will have their brand and logos in the market; and**

During the lettuce promotional event held in October, the program supported 6 lettuce producers in developing their own labeling and branding. They are: Agro Serra, Moni, Shala Produkt, AgroFresh, ART-Agro-NPD and Basilikum. Except Agro Serra, none had logos or labels previously. NOA support to the sector will continue to emphasize brand awareness. These logos will be utilized in all marketing activities during 2013.

- **At least 8 new lettuce varieties will be promoted to consumers.**

NOA-promoted varieties including Rucola (arugula), Iceberg, Romaine, Baby Spinach, Baby Leaf, Easy Leaf, and Salad Mix (carrot, white and red cabbage) can now be found in supermarkets, hotels and restaurants. Two supermarket chains, Albi and City Park, along with the hotels and restaurants Emerald, Swiss Diamond, Roni, Basilico, Pjata, Puro and Rings all have been regular buyers.

The consumer reaction to Baby Leaf/Easy Leaf, Baby Spinach and Rucola is excellent; supermarkets reported an increasing number of consumers for such products, emphasizing the need to improve and expand winter season supply.

## ACTIVITIES PLANNED FOR THE NEXT QUARTER

NOA will continue to suggest approaches to new retail and wholesale outlets as the program's principal client – Agro Serra - improves efficiencies and reliability of production. This effort will focus on the new varieties thus far introduced. These activities are planned for Q3, when the new crop will be ready for harvest.

### 1.2.2 GHERKINS

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## OBJECTIVE 1: PRODUCTS AND FARMERS LINKED WITH MARKETS

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### BENCHMARKS

- **At least 2 roundtables held, with participation by all players in the value chain;**

To present the AWP 2013, NOA visited all actors in the gherkin value chain: processors, collection centers and several producers.

The first round table for gherkins was organized during Q2 with the main objective of promoting dialog among all actors in the gherkin value chain, and focusing in particular on improving collaboration between the demand side (market actors) and supply side (collection centers).

Four collection centers – “AgroProduct” from Viti; “ShalaProdukt” from Suhareka; “EuroTac” from Mamusha and “AgroCelina” from Rahovec, and five processors – “EuroFood” and “ABI & ELIF 19” from Prizren, “Fitimi” from Drenas, “Koral” from Fushe Kosova and “R Company” from Gjakova – participated in the roundtable.

The first part of the meeting allowed participants to present the quantities of gherkins demanded by processors for 2013 and the quantities of gherkins that collection centers could offer. In 2012, as result of NOA support, an improved supply system was established and subsequently, the quantities demanded by the processors have increased 100% compared to 2012, for a total of at least 750 tons.

During the second part of the meeting, participants discussed issues such as contracts, gherkin quality requirements, distribution by class, prices and payment of VAT.

The main findings of the meeting were as follows:

- The workshop or similar events before start of production are very important for improving the collaboration between CCs and processors;
- The trade in processed vegetables, including gherkins, is steadily growing worse due to the fact that supermarkets are requiring from processors ever-higher margins. The participants asked NOA for support in improving the situation;
- Signing contracts has been a good tool for improving the relationship between CCs and processors;
- This year's supply of gherkins to processors will start three weeks earlier compared to last year;
- Payment of VAT is still a limiting factor for improved sales/purchase of gherkins;
- Bulk crates—300 kilograms for processors and 20 kilograms in the fields—would improve the transportation of gherkins and will preserve their quality. All participants asked for NOA's financial support in buying initial concept boxes for demonstration purposes; and
- Participants suggested the organization of joint (producer and processor) participation in the important Novi Sad ag fair.

- **Sign supply contracts for at least 700 tons, worth roughly 234,375 Euros (\$300,000);**

During Q2, NOA facilitated bilateral meetings between processors and collection centers. Both parties expressed satisfaction with last year's process of signing contracts. The main issues discussed during the meetings were:

- Daily quantities that collection centers could supply;
- Availability of plastic boxes for transport of gherkins; and
- Payment of VAT.

As a result of the discussions, 63 contracts have been signed; nine contracts have been signed between collection centers and processors for 1,130 tons of gherkins; 53 contracts have been signed between collection centers and producers; and one contract was signed between a processor and one woman producer.

**Contracts signed between collection centers and processors**

#	Collection center	Buyer	QTY (tons)
1	EuroTac	Koral	100
2		ETC	150
3		EuroFood	100
4		ABI & ELIF 19	150
5		Kelmendi GmbH	100
6		Koral	100
7		AgroCenter, Peje	300
8	Fjolla	Fitimi	20
9	Nurie Gashi	Rudi, Gjakova	70
10	ShalaProdukt	Koral	40
<b>Total</b>			<b>1,130</b>

- **Sales by CCs will increase by at least 70%;**

After the successes seen during the 2012 production year in establishing a supply “system,” all parties involved in the gherkin VC have expressed an interest both in increasing the quantities of gherkins produced and processed and in continuing to use the collection center methodology to program and procure product.

No sales were concluded during Q2. First harvest will take place by the end of May, during Q3.

- **At least 5 processors engage 10 interns as contract coordinators;**

As a result of meetings held with processors, grant applications for co-financing interns as contract coordinators were submitted by six processors – “Abi&Elif 19” from Prizren, “Ask Foods” from Gjilan, “Moea” from Gjilan, “Etlinger” from Shtime, “EuroFood” from Prizren and “Koral” from Pristina. Five of the six processors have hired a contract coordinator. Since early February, interns have started making field visits to develop contacts with producers and collection centers. The VCLS has organized intern visits to collection centers. These new positions will serve to strengthen the relationships among processors, collection centers and farmers.

- **Generate at least 50 new jobs by processors and CC's;**

Increasing quantities of gherkins produced and processed is expected to lead to the generation of at least 50 jobs. No firms reported increased employment during this winter quarter, as production has yet to get underway.

- **At least 1 new collection center established;**

Two existing gherkin collection centers, “EuroTac” in Mamusha and Agro Produkt in Mogilla, submitted concept notes during Q1 for improving their collection center infrastructure, including

expansion of the area for grading (one CC) and the purchase of boxes for the transportation of gherkins (both CCs). Possibilities for establishing new collection centers will be explored.

“EuroTac,” by expanding and improving its infrastructure, will be able to supply larger quantities and better qualities of gherkins to processors and supermarkets. Its grant will be completed before the supply season starts, i.e. prior to June. “Mogilla” also has a grant application under discussion.

- **At least 100 contracts signed between collection centers and processors, and collection centers and producers;**

As result of bilateral meetings and round tables, 63 supply contracts have been signed; nine contracts have been signed between collection centers and processors for 1,130 tons of gherkins; 53 contracts have been signed between collection centers and producers; and one contract signed between a processor and one woman producer.

- **At least 1 study tour for at least 20 participants organized.**

A study tour to Macedonia was organized during Q2. Representatives of two collection centers – “EuroTac” from Mamusha and “AgroCelina” from Rahovec – participated in the tour. The main objective of the tour was to understand the supply system of gherkins in Macedonia and to learn from the experiences of those active in the VC there locally. The representatives also visited a large collection center, “AgroFructus” in Strumica. The visit significantly increased the awareness of the utility of pack houses and collection centers.

#### CHALLENGES

- Both the production and processing of gherkins has been improved and links between processors and CCs/producers have likewise been improved; however, the main challenge remains the expansion of the number of collection centers and number of producers in different regions across Kosovo.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Development of further contacts and possible signing of more contracts.
- Monitoring the implementation of the grant for the expansion of the “EuroTac” collection center.
- Monitoring of the situation on the production side to ensure producers plant sufficient gherkins to supply CCs and processors.

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## OBJECTIVE 2: AGRICULTURE PRODUCTS DIVERSIFIED AND INCREASED

### Increase market share and explore export markets

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#### BENCHMARKS

- **At least 2 study tour visits to processors in Macedonia and Albania;**

Planned for Q3.

- **At least 2 regional buyer visits to individual processors in Kosovo (dedicated B2B visits);**

A visit to Croatia is being prepared for four fruit and vegetable processors, including “Abi&Elif 19,” “EuroFood” and “Koral,” early in Q3. This visit will replace any inbound visits during the pre-production season for these processors.

- **Participation in at least 2 regional fairs for at least 20 participants;**

The agricultural fair in Novi Sad, Serbia, held during May, will be attended as it remains one of the largest regional fairs. Participants will include processors and larger producers. This will enable them to see the trends in processing taking place in the region. The activity will take place in Q3.

- **At least 2 new contracts concluded for regional supply;**

Regional study tours to actors within the sector and to fairs will be used to explore the possibilities for signing supply contracts. NOA technical staff is working with processors to encourage them to expand their contracting into the region. Regular one-on-one meetings have been held with client processors to further expand their marketing options. No contracts have been signed during Q2.

- **At least 20 women farmers plant 5 hectares with gherkins;**

Women groups in different regions of Kosovo have been contacted to explore their interest in gherkin production. Women who were involved in 2012's gherkin program will be included again this year to contribute to further development of their capacities. In addition, NOA hopes that their participation will encourage additional interest from women farmers. A video highlighting women in agriculture, specifically gherkins, was finalized during Q2 and will be used to encourage others to enter the business.

As part of the program for supporting the establishments of demo plots with women and minorities, 10 women and 10 producers of minority ethnic groups have been identified during Q2.

- **At least 1 new minority area begins contracting supply to processors.**

Minorities in different regions of Kosovo have been contacted to explore the possibility of identifying producers with potential for gherkin production. The processor "Koral" has signed 5 contracts with producers representing minority groups from Killokot. The program will support these producers with inputs and with linkages to the "AgroProduct" collection center.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Organize marketing tour to Croatia for four processors to develop market contracts for the new season;
- Organize visit to Novi Sad Fair;
- Completion of co-financing of inputs, seeds and plastic nets, for producers; and
- Planting of 4 hectares of gherkins by women and minority groups.

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### OBJECTIVE 3: FOOD AND QUALITY SAFETY IMPROVED

#### Through increased processor knowledge of food technology

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##### BENCHMARKS

- **At least 30 interns engaged by 5 processors as agronomists, food technologists and laboratory personnel;**

Grant applications for co-financing interns as food technologists and lab technicians were submitted by six processors – "Abi&Elif 19" from Prizren, "Ask Foods" from Gjilan, "Moea" from Gjilan, "Etlinger" from Shtime, "EuroFood" from Prizren and "Koral" from Pristina – during Q1. Grant awards were made during Q2 and the processors have initiated the process of hiring the interns, again, as food technologists and lab technicians. However, all of them had difficulties identifying suitable candidates, especially food technologists. As it was expected there are candidates with the proper education, but without any practical experience.

"Moea" from Gjilan, "Etlinger" from Shtime, "EuroFood" from Prizren and "Koral" from Pristina have filled all proposed positions and the interns began work on Feb. 1, 2013. "Abi&Elif 19" from Prizren and "Ask Foods" from Gjilan are in process of hiring interns.

- **At least 5 training sessions for food technologists and laboratory interns provided.**

The program plans to design training sessions in order to address the above difficulty in finding suitable food technologists to work with targeted grantees. These trainings will be conducted in Q3.



#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Ongoing hiring of interns;
- Monitoring intern work; and
- Organization of intern training.

### 1.2.3 ASPARAGUS

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## OBJECTIVE 1: PRODUCTS AND FARMERS LINKED WITH MARKETS

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#### BENCHMARKS

- **At least 3 supermarkets/hotels/restaurants will be linked with producers of asparagus;**

The first harvest of asparagus from the 3.5 hectares established in 2012 will be over a short, one-week season with no more than half a metric ton of harvest. Full-scale commercial harvesting will occur in Y3 (2014). Field inspections have shown good growth and indicated an earlier-than-projected harvest, likely in April of Q3. Again, the harvest will be very small – less than 500 kilograms – and will be used for promotional activities as far as possible, without unduly raising expectations too high this early.

- **At least one B2B event will be organized for the identification of new marketing channels;**

A small B2B event will be organized in Q3, which corresponds with the harvest of the first crop.

- **At least one promotion day will be organized drawing 100 participants;**

The promotion day has been proposed to generate market interest in the asparagus harvest and to promote expansion of the 7 hectares thus far planted with asparagus. The event will be organized in Q3 at the time of the harvest, possibly May of Q3.

- **At least 500 asparagus promotion leaflets will be printed.**

Preparation of the 500 asparagus leaflets is underway and distribution will be linked to the proposed promotion day. The leaflets will be printed at the beginning of Q3.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Organize asparagus promotion day.
- B2B event organized for the identification of new marketing channels.

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## OBJECTIVE 2: AGRICULTURE PRODUCTS DIVERSIFIED AND INCREASED

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#### BENCHMARKS

- **At least 15 asparagus producers will be trained on managing transplanted asparagus;**

Six current asparagus growers and other interested growers will be trained on managing asparagus plots. The training will be conducted by international STTA and is scheduled for Q3. During Q1, NOA staff supervised each grower to ensure that the planted rows were adequately ridged to protect them from winter conditions. Field inspections late in Q2 revealed good early development and successful wintering-over of the crops.

- **At least 2 new asparagus producers will be identified to establish new areas with asparagus;**

NOA identified five new asparagus producers during Q2 to establish an additional 7 hectares of asparagus. The growing areas are located in four municipalities: Istog, Kamenica, Vushtrri and Pristina. Two selected producers applied for 2 hectares each and the three others for 1 hectare each, for a total of 7 hectares. Soil analyses of the five selected plots revealed the proposed plots present

appropriate growing conditions for asparagus. All administrative procedures were finalized and transplanting will start in Q3.

- **At least 7 hectares new asparagus plantings will be established;**

The crown production for establishing 7 hectares of asparagus was contracted in July 2012. The two nurseries contracted have performed well. October marks the first frost in Kosovo and NOA staff ensured that the crown production areas totalling 9,000 m<sup>2</sup> were adequately covered with insulating materials to guarantee effective wintering-over. NOA staff regularly monitored the wintering-over of asparagus crowns. New potential growers were identified and selected in Q2. Produced crowns are ready for transplanting in Q3. The success of commercial crown production as well as the first successful wintering-over is encouraging.

- **At least 10 new jobs will be created;**

Ground preparation, transplanting, drip irrigation installing and managing of asparagus plots will create new job opportunities for at least 10 youth. The activities associated with establishing new asparagus plots will start in Q3.

- **At least 4 agronomists will be trained on growing technology and plant protection (IPM implementation).**

Four agronomists interested in updating their knowledge on asparagus growing technology will be trained during the international STTA mission in Kosovo as well as through local STTA engaged to manage established asparagus plots. The NOA program engaged local STTA to advise asparagus growers on proper management of the 3.6 hectares of asparagus established to date. Maintenance of asparagus plots started in March 2013 with weed control, pest and disease management, irrigation and fertigation, and will continue through October 2013. Local STTA will be responsible for advising and conducting trainings for five new asparagus producers selected by the program to establish another 7 hectares of asparagus. New asparagus growers and at least four agronomists will be trained and advised on land preparation, IPM, transplanting, irrigation and other technical issues by the end of growing season. Local STTA will work closely with NOA technical staff and with international STTA engaged for a projected 14 days during Q3.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- At least 7 hectares of new asparagus plantings will be established.
- Identification and selection of interested agronomists for updating their knowledge on asparagus crop.

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### OBJECTIVE 3: FOOD QUALITY AND SAFETY IMPROVED

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#### BENCHMARKS

- **At least 10 producers will be trained on post-harvest and food safety;**

The training of asparagus producers on post-harvest activities will be organized at the farm level using the lettuce post-harvest line established in Mitrovica as an example of the requirements for asparagus post-harvest handling. The training will be conducted by international STTA engaged for asparagus production, John Cassaza. The activity will be implemented in Q3.

- **At least 3 asparagus producers will be supported in packaging and labelling of asparagus.**

Program support in the packaging and labelling of asparagus will be provided to at least 3 producers in Q3.



## 1.2.4 MEDICINAL AND AROMATIC PLANTS (MAP) INCLUDING SAFFRON

### OBJECTIVE 1: PRODUCTS AND FARMERS LINKED TO MARKETS

#### BENCHMARKS

- **Value of sales contracts increased by at least 500,000 Euros (\$640,000) from cultivated MAP;**

During Q1, the cultivated MAP area increased significantly, with chamomile, as well as other cultivated herbs, accounting for most of that expansion. This increase is being driven by strong international demand for Kosovo product. This is in part a result of a reduction in output from Egypt, a traditional supplier. Many EU processing companies are searching for new production areas for organic and conventionally cultivated herbs. Processing companies from the UK have shown interest in being supplied with organically cultivated herbs from Kosovo producers. The new contracts are expected to achieve the sales projected under this benchmark.



Mechanically seeding a parsley field.

- **At least 15,000 Euros (\$19,200) saffron sales through the MAP marketing channels achieved;**

Saffron sales are ongoing, increasingly on the international market, followed by local market demand. The investigation of the U.S. market, with the support of marketing STTA, Peter Furth, is progressing well. NOA sent to the U.S. a 100-gram sample of saffron stigmas from three local producers. Of that amount, 25 grams are destined for independent market analysis and 75 grams as a market test. During Q2, NOA began cooperating with a Swiss-funded project called DFD (Diaspora for Development). It is facilitating program activities in this area by providing a list of diaspora hotels/restaurant owners in Switzerland that may be interested in purchasing saffron as well as in hosting meetings and contacts to broaden the market for Kosovo's limited quantity of very high quality product.



Saffron fields in Krusha e Madhe

- **At least 2 new contracts signed for EU export of various MAP products;**

One new contract is in the process of being signed as a result of participation in the German ICOC conference and improved market linkages between Agroprodukt-Syne (APS), NOA's leading client engaged in cultivated production of herbs, and one new international company. 'The Organic Herb Trading Co.' from UK has indicated strong interest in adding Kosovo to its supply lists. This new contract was identified as well as others following participation in the Biofach organic food fair in Nuremberg, Germany.

- **At least 3 exporters participate in the ‘BioFach’ fair;**

During Q2, NOA’s MAP specialist, APS’ managing director and saffron producer New Venture (representing all saffron growers) attended BioFach in Nuremberg, Germany. Additionally, APS and the NOA MAP specialist attended the ICOC conference on resource management as it affects the MAP sector. This raised Kosovo’s profile amongst the participating European delegates and opened new market opportunities. Kosovo-cultivated saffron was also very well represented at the fair through the direct marketing support of the New Venture saffron producer, who presented the saffron association in seeking market opportunities for this important and valuable product.



B2B meeting between Agro Produkt-Syne (APS) and Extravit, a German-Czech company.

- **At least two EU buyers conduct inbound visits to cultivated MAP producers;**

During the reporting phase no inbound visits were conducted, at either APS or the collection centers. The activities mentioned in the benchmarks above are opening possibilities for multiple visits by interested EU buying companies during Q3. Several confirmations by UK, German and Austrian companies for visits to APS during month of May and June are to be realized.

- **At least 1 new market contact generated for Kosovo saffron;**

NOA was able to identify new markets for Kosovo saffron. Several new market linkages were created (even though sales still represent symbolic amounts: total sales during Q2 were 277 grams a price of 7-10 Euros per gram, equal to 2,291 Euros). This is a very high price, and likely not repeatable with volume export sales. As a comparison, Greek red saffron, which has a good market presence, is selling for between 6 and 7 Euros per gram

The list of buyers is provided below:

- a) Bio Natural, a Pristina retail shop with a focus on medical aromatic plants);
- b) A retail supermarket (Tregu i ri i gjelbert, known for stocking fresh produce and small amounts of product);
- c) Albi Mall – Veternik, a large mall-based supermarket;
- d) The Swiss Diamond hotel;
- e) Several restaurants and cafes (Mansion, Baron, Kongo Bar);
- f) USAID; and
- g) Several other individual buyers.

NOA facilitated several B2B meetings that drew together farmers and local hotels and restaurants. Local bulk consumers of saffron buy traditionally low-quality powdered saffron at 3 Euros per gram, while Kosovo farmers intend to market their high-quality saffron at 8 to 10 Euros per gram. This situation needs to change in order to stimulate increased local demand for local product. Farmers will need to modify their expectations and local volume consumers will have to be persuaded that better quality saffron is better for their business. Swiss Diamond however did buy 14 grams of local saffron

at 7 Euros per gram, despite having imported saffron in stock, following a promotional event organized on Dec. 19.

- **At least 2 farmer field days held with potential saffron growers from high-altitude target areas;**

No activity during Q2.

- **At least 20 new farmers from high-altitude areas agree to adopt saffron production in the new season.**

This is a challenging benchmark – high-altitude production represents a good opportunity for the crop and could provide good income opportunities, especially for women, in Dragash, for example. NOA is continuing to seek partnerships with NGOs and projects interested in active promotion of micro-scale production in these high-altitude areas. Discussions have been held with Caritas, through its head of mission to Kosovo, Kreshnik Basha. Caritas is active in remote communities and has expressed interest in working with NOA in promoting the interests of micro growers in target areas.

#### **ADDITIONAL ACHIEVEMENTS**

##### **Saffron**

- Branding and labeling for seven farmers designed, including a product brochure (English and Albanian) which continues to be featured in their promotional activities.
- More than one local new market identified: a supermarket (Tregu i ri i gjelbert), a retail shop (Bio Natural), one of the biggest supermarket chains (Albi Mall), Kosovo's largest and most luxurious hotel (Swiss Diamond), several local restaurants (Baron, Mansion and Kongo Bar), and several individuals (locals, expats, cooking shows).
- Total saffron sales for Q2 are 277 grams, equal to 2,291 Euros.
- A saffron recipe brochure was designed and printed to enlighten consumers about cooking with saffron. It was distributed to all retail shops that sell local saffron.

#### **ACTIVITIES PLANNED FOR THE NEXT QUARTER**

- Increase support activities to reach the sales contract goal of €500,000 from cultivated MAP. This will involve highlighting the quality production of newly cultivated areas.
- Use the MAP sales channels and contacts to increase the sales of the current annual harvest of 5 kilograms of saffron. By using an international consultant, attendance at BioFach, direct promotion in Switzerland and continuing to promote internal sales, it is hoped that sales volumes of first-class saffron will continue to increase.
- In order to intensify activities regarding finding new markets abroad, NOA has planned a visit to Switzerland during Q3. The aim of visit is the direct promotion of local saffron to Albanian restaurant owners in the largest Swiss cities. The quantity of local saffron is relatively low for negotiation with big importers/buyers, therefore NOA seeks to contract directly with smaller/buyers, by targeting émigré-owned hotels and restaurants.

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## **OBJECTIVE 2: AGRICULTURAL PRODUCTS DIVERSIFIED AND INCREASED**

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#### **BENCHMARKS**

- **At least 4 regions identified for cultivation of MAP;**

To date, the following municipalities all show potential for producing MAP products: Istog, Vushtrri and Lipjan. Other small cultivation opportunities have been identified in Raushiq, Novoberdo/Keqekolle, Shterpce and Krusha e Madhe where, during Q2, one hectare of sage was planted. All of the above-mentioned cultivation points have the potential to become large producers of

MAPs. NOA continues to work in each of these target zones to promote expansion of cultivated MAPs.

- **At least 25 hectares of herbs cultivated, involving at least 20 farmer/producers;**

61.5 hectares of cultivated herbs have been established to date. The areas established during Q1 and Q2 are highlighted in the table below:

Crop	Area Established (hectares)	Municipality/location
Chamomile	38.0	Istog (3 locations)
Menthe	2.8	Lipjan and Raushiq
Marshmallow	3.0	Vushtrri
Melissa	1.5	Istog
Oregano/Sage/Thyme/Parsley	16.2	Istog, Lipjan and Krusha
<b>Total plantings year to date</b>	<b>61.5</b>	

- **At least 1 new herb dryer established in the production regions;**

This activity is progressing to finalization. A local company, 'Montcommerce GZ,' has been awarded the contract to supply two dryers and has entered the final phase of preparation and delivery of two drying units for chamomile cultivation in Istog municipality. During the month of April, the equipment will be installed and ready to begin drying when the harvest starts in May 2013.

- **At least 1 new herb (chamomile) harvesting machine in place;**

The preparation work to procure the equipment during Q2 is finished. NOA expects the arrival of the harvester in the beginning of Q3.

- **Production guide established for at least 3 cultivated MAP products.**

Production guidelines have been prepared and ready for future use and training. This can also be used in the potential introduction of new practices to interested farmers. Already in preparation are production guides for chamomile, mint and marshmallow.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Increase the planting potential and farmer numbers in four major growing regions and finalize the herb crop potential for cultivation in other small areas visited so far.
- Finalize efforts towards fabrication of drying units for herbs.
- Finalize efforts to provide a chamomile harvester in time for May harvest.

### OBJECTIVE 3: FOOD QUALITY AND SAFETY IMPROVED

#### BENCHMARKS

- **At least 20 growers begin the process of organic certification.**

NOA started to implement the organic certification process with four saffron producers. Their plots are in good positions and fulfill the elementary criteria for this certification process. The first two areas of saffron production that started the certification process lie in the villages of Cermjane and Krusha e Madhe; two other areas, in Bunjak and in Novoberde, will follow early in Q3.

- **'GlobalG.A.P.' standard initiated with at least 2 cultivators of MAP.**

NOA introduced GlobalG.A.P. standards to two cultivators who have shown an interest and willingness to implement such a standard. The interested cultivators are APS, with its own production, and a new cultivator in Istog, who has established 10 hectares of chamomile production.



## ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Together with the HACCP coordinator, prepare a GlobalG.A.P. implementation plan for interested cultivators.

### 1.2.5 FIELD VEGETABLES

#### OBJECTIVE 1: FARMERS AND PRODUCTS LINKED WITH MARKETS

##### Facilitate the development of linkages between sector stakeholders

#### BENCHMARKS

- **Create at least 4 linkages between producers, collection centers and processors;**

Seven (7) fruit and vegetable collection centers and eight (8) processors benefited from the programmed cultivation promotion organized and supported by NOA, which totaled 420 farmers during Q1 and Q2. NOA prepared the format of the contracts delivered to collection centers and processors for further signing between parties. Kelmendi GmbH signed a delivery supply contract with Agrocelina, Xerxe for a total of **2,510 metric tons (1,750 metric tons of vegetables and 400 metric tons of fruit)** and, by late March, concluded 20 contracts with individual farmers in the Peja area for **360 metric tons** of “Somborka” variety peppers. 15 farmers involved in these contracts represent Ashkali and Roma minority populations. In addition, Agrocelina concluded a contract with ABI for the commercial cultivation of 10 hectares of the industrial “Hypell” tomato variety with the contract depending on yield but committing to at least **800 metric tons**. Rizona concluded a contract with the women’s association “Fatjona” in Baja e Malisheves for **40 metric tons** of vegetables for processing and with individual farmers for **360 metric tons** of peppers for processing. Ask Foods concluded its first eight contracts for **1,500 metric tons** of vegetables from the Kllokot and Gjilan area, 30% of which was engaged with Serb minorities. Meanwhile its contracting for peppers in the Anadrini area will continue. Ananas Impex concluded contracts with 13 farmers for the HS6 spice pepper variety for industrial cultivation; those **150 metric tons** will represent substitute imports from Macedonia. Total contract volume to date is **5,720 metric tons** valued at approximately **€1.5 million** at farm gate.



Right: Mr. Hajredin Osmani, owner of the “Adelina” food distribution company in Malmo, Sweden, and Rizona’s owner while discussing the significant demand for kebab peppers in Scandinavia.



The owner of “Pernionkebab,” Mr. Rizah Veseli, and the Rizona Company’s Mr. Bashkim Bytyqi after they signed an agreement to import kebab pepper from Kosovo to Finland in 2013. The Pernionkebab restaurant company was named Finland’s best in 2008. It distributes rolled kebab product to 100 supermarkets in Finland.

- **Facilitate at least 2 linkages between Kosovo and regional/EU processors;**

NOA supported a trip by the Rizona processing company to various EU countries, where it visited eight (8) food distributors in Finland, Sweden, Germany and Switzerland, testing the possibility of a new market for “kebab” peppers and other processed vegetables. As a result, Rizona delivered seed for 2 hectares of “kebab” variety peppers, marking its first-ever commercial cultivation in Kosovo.

The demand for this variety, consumed year-round across the EU, is more than 50,000 metric tons. As a result of this business linkage trip, eight food distributors in EU agreed to conclude contracts with Kosovo processors. The first agreement was concluded with “Pernionkebab” in Finland for “kebab” peppers and a three-year contract with Kelmendi GmbH for fresh and processed vegetables, up to **400 metric tons during 2013**. From this business trip, NOA concluded that a B2B linkage conference in Pristina should be organized early in Q3.

- **Facilitate establishment of the Kosovo Association of Vegetable Processors;**

NOA encouraged fruit and vegetable processors to establish Kosovo’s own F&V processor association during Q2. Five of the largest processor company representatives gathered three times during the quarter to hammer out the details of establishing this association. The newly minted association’s name is PEPEKO (Peme e Perime te Kosoves, or *Fruits and Vegetables of Kosovo*) with the head of the association being Mr. Irfan Fusha of ABI, deputized by Mr. Naser Rusinovci of Koral and Mr. Alban Ibrahim of MOEA as secretary of the association.

- **Facilitate export of at least 5,000 metric tons of fresh vegetables (peppers and cabbage);**

No activity; to be achieved in Q4.

- **Generate at least 1.5 million Euros (\$1.92 million) in export revenues;**

To be achieved in Q4.

- **Generate at least 1.5 million Euros (\$1.92 million) in processor revenues;**

To be achieved in Q3-Q4.

- **At least 4,000 metric tons of field vegetables delivered to processors;**

No activity; to be achieved in Q4.

- **Export/processor demand study completed.**

This ongoing activity will be completed in Q3. NOA interns have been engaged to accomplish this market demand study.

#### **ADDITIONAL ACHIEVEMENTS**

- NOA succeeded in identifying a new market for kebab variety peppers in the EU. The first two hectares will be cultivated commercially in Kosovo this year, and then processed and exported to Finland and Germany.
- Confirmation from 15 EU-based food distributors that they will participate in a B2B linkage conference in Pristina. NOA will organize and support the meeting, to be held April, 25-26 2013.

#### **CHALLENGES**

- Cash flow management remains a critical issue. Processors have a long production cycle and thus require appropriate finance. NOA continues to seek opportunities for invoice factoring and discounting receivables as possible solutions to improving cash flow management.

#### **ACTIVITIES PLANNED FOR THE NEXT QUARTER**

- Organize B2B linkage conference in Pristina, with at least 15 food distributors from the EU, U.S. and region participating. Follow up on linkages.
- Finalize contract signatures for programmed cultivation.
- Work on supporting attendees to prepare for the visit to the Fancy Food Show in New York. NOA will not support exhibitors directly, but ensure that should they be willing to attend, and that they will be well prepared.

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## OBJECTIVE 2: AGRICULTURE PRODUCTS DIVERSIFIED AND INCREASED

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### BENCHMARKS

- **At least 4 hectares of planted peppers use module seedlings, drip irrigation and soluble fertilizers for the production of “Somborka” and “Kurtoska” pepper varieties;**

No activity; to be achieved in Q3.

- **At least 10 hectares of *pepperoncini* (feferoni) under production;**

Ongoing activity; to be achieved in Q3.

- **Generate at least 250,000 Euros (\$320,000) in additional sales from new chili pepper production;**

No sales to date - benchmark to be achieved in Q4.

- **At least 50 new growers engage in chili pepper production;**

NOA sponsored and delivered to 70 farmers in three regions of Kosovo seed sufficient to produce enough seedlings to plant 10 hectares in chili peppers. These farmers will grow the product for sale in both the open and contract markets and will demonstrate the importance of modular (or plug) seedling production.

- **At least 30% of new growers will be women.**

The chili pepper seed supplied by NOA was delivered to 70 farmers, of whom 18 are women and 8 minorities (30%).

### ACTIVITIES PLANNED FOR THE NEXT QUARTER

Ensure that production is effectively carried out for the 70 growers of the “Kurtoska” and “Somborka” pepper varieties, as well ensuring that the 4.7 hectares of contract production for Ananas Impex is produced to client satisfaction.

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## OBJECTIVE 3: FOOD QUALITY AND SAFETY IMPROVED

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### BENCHMARKS

- **At least 2 NOA processor clients begin the process of HACCP certification;**

There are two ongoing activities in this area. NOA contracted two STTA to support HACCP implementation for Koral and Agro Serra; one STTA is being selected to prepare ABI for HACCP certification.

- **At least 4 processor firms receive dedicated STTA support.**

Two Farmer-to-Farmer (FtF) volunteers have been selected to advise and support the Koral and ABI food processing companies.

Farmer-to-farmer volunteers are being selected to support the Progress (Prizren), Moea (Gjilan), Ask Foods (Gjilan) and Koral (Pristina) processing firms.

### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Coordinate with NOA’s postharvest/certification specialist on implementation of support and advice for identified clients.

## 1.3 AGRICULTURE: LIVESTOCK SECTOR – DAIRY SUBSECTOR

### 1.3.1 LIVESTOCK INDUSTRY – DAIRY

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#### OBJECTIVE 1: PRODUCTS AND FARMERS LINKED TO MARKETS

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##### BENCHMARKS

- **At least 3 dairy companies will set up private extension service;**

Improving relationships with raw milk suppliers is key for improving the competitiveness of the local dairy industry. Currently, public extension services are not active in supporting local dairy farmers to improve dairy farm management practices. With NOA support during Q2, the Bylmeti, Euroлона, Magic Ice, Devolli and Ajka dairies established a private extension service in order to support their producers. These dairies have contracted extension officers, currently as interns, with dairy backgrounds. Their role will be to provide valuable technical support to their raw milk suppliers.

- **At least 6 new jobs will be generated;**

The Bylmeti, Euroлона, Magic Ice, Devolli and Ajka dairies contracted six private extension officers to work with their raw milk suppliers. Bylmeti, Euroлона, Magic Ice and Ajka dairies each engaged a single officer, while Devolli engaged two.

- **Extension booklet targeting feed management produced and disseminated through processors;**

Dairy feeding ration formulation is a dynamic activity that needs to be upgraded whenever conditions change. It is usually undertaken in a custom fashion for each individual dairy farm. To improve the feed balance for dairy animals, a coordinated effort is being made by KAMP and NOA to engage a local dairy nutritionist to develop the necessary extension tool to improve cow feeding. It is expected that the ration balance booklet will be completed during Q3 and that at least 500 dairy feeding booklets will be printed and delivered to dairy producers during the quarter.

- **At least 10 dairy farmers trained through KAMP on A.I. techniques**

Currently, all artificial insemination (A.I.) activities in Kosovo dairy farms are conducted either by independent veterinarians or by veterinarian assistants. To enhance reproduction efficiency and member services, beyond developing the dairy feeding booklet, KAMP has engaged an A.I. specialist to train dairy farmers to artificially inseminate their cattle, as is common in the United States and European Union. A new MAFRD regulatory provision allows dairy farmers with herds with more than 50 head of cattle may perform artificial insemination, but only on their own animals. Currently, the A.I. specialist is selecting 10 dairy farmers who meet this criterion, with training to commence at a later date.

- **At least 10 embryo transplant heifers available through Euroлона (Achieved);**

Ten bovine embryos imported from Iowa State University have been transferred into dairy recipient cows at the Euroлона and Rudina dairy farms. According to Dr. Behluli DVM, the veterinarian who implanted the embryos and is monitoring their



Prior to transplanting the bovine embryos at the Euroлона dairy farm, the specialist uses ultrasound to assess the health of the dairy cow's reproductive tract.



growth, some of the surrogate dairy cows have aborted their fetuses, due to poor feeding program. He continues to advise farmers on how to balance the feeding program to enable the proper growth of the calves while in utero.

- **TRMS system delivers quality data by SMS to producers;**

During Q2, NOA signed a contract with INFO TECH, a local IT company, to develop software for the delivery of raw milk test results to dairy farmers through SMS messaging. According to Albert Hajziraj, owner of INFO TECH, the software for has been developed but the actual delivery of raw milk test results via SMS awaits licensing from the Kosovo Regulatory Authority for Electronic and Postal Communication (RAEPC), which will allow the usage of premium cell phone numbers for receiving and sending bulk messages. It is expected that early in Q3, the raw milk test results will be available daily, on demand, to dairy producers through SMS messaging.

- **Dairy product sales increase by at least €1 million over current levels.**

This benchmark has been achieved earlier than planned. It is possible that the aflatoxin scare during Q2 encouraged increased consumption of local over imported product. The increase in sales of dairy products from NOA clients in Q1 and Q2, compared to the same period a year earlier, is €1,127,542. It remains to be seen if the industry can maintain the increase over last year's sales; going into the peak supply period, this looks reasonably certain to be achieved and exceeded.

#### **ADDITIONAL ACHIEVEMENTS**

During Q2, NOA contracted a local media company to develop a video documentary for the dairy sector. It is expected that the video documentary will be broadcast on one of the national channels as well as be used by all dairies in training and promotional activities.

#### **CHALLENGES**

One of the challenges that caused delays in delivering the raw milk test results to dairy farmers through SMS messaging was the time required to obtain a license from RAEPC for using a premium cell phone number. However, the issue appears to have been resolved.

#### **ACTIVITIES PLANNED FOR THE NEXT QUARTER**

- Completing and disseminate the dairy feeding ration booklet.
- Monitor the development of the embryos in the surrogate dairy cows.
- Commence delivery of raw milk test results through SMS messaging to dairy farmers.

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## **OBJECTIVE 2: AGRICULTURAL PRODUCTS DIVERSIFIED AND INCREASED**

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#### **BENCHMARKS**

- **Fruit yogurt and Gouda cheese with seasoning introduced in the market by two targeted firms;**

The limited varieties of local cheeses and yogurts are providing foreign exporters a competitive advantage in the local market. Two dairy processing companies, the Sharri and Devolli dairies, both have expressed readiness to launch production of fruit yogurts and Gouda cheese with seasonings. However, they indicating that their production lines require further investment in order to realize the benefits of diversifying their product line up. NOA is supporting Sharri to leverage funds from the Community Development Fund (CDF) for use in purchasing a cheese press and cheese vacuum packing equipment. At least one dairy will enter fruit yogurt production during Q3.

- **At least 3 individuals trained by means of dairy short course;**

The dairy short course training program is scheduled to take place in Q3. During Q2, NOA drafted a SOW for engaging a regional consulting firm to organize and implement the dairy short course training program in a regional dairy plant located in Macedonia, Bulgaria or Greece.

- **Schools campaign completed.**

During Q2, NOA engaged an intern to assist in organizing the dairy educational campaign. The campaign activities foresee teaching children, in both the first and second grades across Kosovo, about the importance of consuming milk, yogurt and cheese. The promotional campaign also foresees visits by children and their parents to dairy plants to see how the various products are produced. Managers of the nine dairy plants participating in the campaign have agreed to play a role in the promotional activities. These activities should increase consumer confidence in local dairy products. The campaign, now fully articulated and planned, will be initiated early in Q3.

#### **ADDITIONAL ACHIEVEMENTS**

NOA drafted a SOW for engaging a dairy volunteer to help the Sharri dairy plant commence production of flavored yellow cheese and fruit yogurts. Flavored yellow cheeses and fruit yogurts show not only good market potential but can help balance the annual springtime spike in milk production.

#### **CHALLENGES**

The introduction of fruit yogurt remains pending the Devolli Company's purchase of equipment using funds provided by the EC rural grant scheme. In the last round of the EC rural grant scheme, however, Devolli did not win an EC grant. Consequently, the company is now looking for funds from other sources.

#### **ACTIVITIES PLANNED FOR THE NEXT QUARTER**

- Assist the Sharri dairy plant in accessing funds from CDF to purchase a cheese press and cheese vacuum packing equipment.
- Work with regional consultant to organize the dairy short course training program.
- Launch the dairy educational campaign.

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### **OBJECTIVE 3: FOOD QUALITY AND SAFETY IMPROVED**

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#### **BENCHMARKS**

- **At least 2 dairy plants HACCP certified.**

Maintaining HACCP certification requires annual verification of HACCP standards. In dairy plants, the verification of HACCP standards is repeated periodically (at least annually) in order to identify and document modifications in the overall process, including new installations and revised layout. During Q2, auditors from Veritas, an international HACCP certification company, audited the Kabi dairy plant to extend its HACCP certification for an additional year. After a detailed inspection of documents and premises, the auditors announced that Kabi is in full compliance with international HACCP standards. HACCP implementation at the Magic Ice dairy is proceeding more slowly than expected, due to financial limitations.

## ADDITIONAL ACHIEVEMENTS



The trainer discussing with NOA COP, dairy lead and KVFA's director the results of training KFVA laboratory technicians in detecting aflatoxin in corn and milk.

During Q2, aflatoxins were detected in corn imported from other countries in the region. In order to speed up testing of corn using local facilities, NOA supported training of KFVA laboratory technicians on how to detect the presence of aflatoxin in corn (and milk) using ELISA (enzyme-linked immunosorbent assay), a rapid and sensitive testing technique. The director of KFVA, Vladet Gjinovci, thanked USAID/NOA for helping KFVA lab technicians who, through on the job training, for the first time how to detect the

presence of aflatoxin in corn and milk. Today, the milk and corn consumed in Kosovo is safer because it is tested regularly prior to sale.

## CHALLENGES

The implementation of HACCP in dairy plants is costly. The Magic Ice dairy is looking to find a donor for support in implementing HACCP in its dairy plant.

## ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Assist the Magic Ice dairy in finding a donor to support implementation of HACCP in its dairy plant.

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## OBJECTIVE 4: INCREASED AFFORDABLE AND ACCESSIBLE CREDIT

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### BENCHMARKS

- **A dairy cow finance program developed together with commercial lending institutions.**

In an effort to inform different commercial lending institutions about dairy farmer requests that banks develop a special dairy cow finance program, NOA met during Q2 with representatives of Raiffeissen Bank, TEB Bank and ProCredit Bank. During the discussions about the possibility of developing a dairy cow finance program, the parties agreed KDPA must first calculate the monetary value of the loans that Kosovo dairy industry needs for this calendar year to support its desired expansion. This summary will be presented to banks early in Q3.

## ADDITIONAL ACHIEVEMENTS

The Sigal Company, which operates in the insurance market, plans to introduce for the first time in Kosovo an insurance policy covering dairy cow mortality. This is the first time a new risk management tool to help dairy producers improve access to finance has been introduced in Kosovo.

## CHALLENGES

Progress on developing a more favorable cow financing program remains slow. Despite the need for financial support that dairy farmers ask of lending institutions, in order to increase their dairy herds, commercial lending institutions are not developing a dairy cow finance program quickly enough.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Share the dairy farm business plan with commercial lending institutions.
- Continue discussions with other commercial banks to promote development of the dairy cow finance program.

#### 1.3.2 DAIRY SECTOR

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### OBJECTIVE 5: IMPROVED COORDINATION WITHIN THE AGRICULTURAL SECTOR

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#### BENCHMARKS

- **Dairy association engages in at least one policy constraint with government;**

During Q2, the local dairy industry, in partnership with USAID's New Opportunities for Agriculture Project (NOA), and in conjunction with the Tax Administration of Kosovo (TAK) and the advisory teams of the ministries of Finance and Agriculture, has been working to develop a tax incentive scheme program for raw milk. The program is designed to operate alongside the raw milk quality grant scheme program introduced this year by the Ministry of Agriculture, Forestry and Rural Development (MAFRD). This tax incentive mechanism, working in conjunction with the grants program, will quickly bring formality to the local dairy sector and help to improve quality and increase quantities of raw milk supplied to dairy processors. Representatives of the Kosovo Association of Milk Producers (KAMP) and Kosovo Dairy Processors Association (KDPA) officially submitted a request to the Ministry of Finance, Ministry of Trade and Ministry of Agriculture asking support for amending the VAT law and to adopt the VAT tax incentive for raw milk.

- **Backup instruments procured for KVFA.**

There is an urgent need to install backup instruments at the Kosovo Food and Veterinary Agency's (KFVA) raw milk laboratory in order to maintain the growing relationship of trust between dairy farmers and dairy processors. The director of the KFVA laboratory drafted a list of the backup instruments needed in order to ensure the uninterrupted testing and delivery of raw milk test results to the dairy producers and dairy processors. At the request of the director of the KFVA laboratory, NOA will assist the laboratory in identifying a potential donor that could donate second-hand milk laboratory back-up instruments.

#### ADDITIONAL ACHIEVEMENTS

NOA is part of the dairy working group set up by MAFRD to provide inputs for drafting the new Agriculture Rural Development Plan (ARDP) 2014-'20. During Q2, NOA attended several meetings organized by MAFRD and provided inputs in drafting the new measures to be included in the new ARDP 2014-'20.

#### CHALLENGES

The main challenge faced lies in convincing representatives of the Ministry of Finance to act swiftly in solving the VAT issue for fresh milk.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Together with presidents of KAMP and KDPA, NOA will work with representatives of the Ministry of Finance in introducing a stand-alone legislative amendment that provides for a VAT incentive for raw milk.
- Work with donors on sourcing raw milk lab backup instruments.

## 2.0 CROSS-CUTTING

## 2.1 IMPROVED COORDINATION IN THE AGRICULTURAL SECTOR

### BENCHMARKS

- **EAU places at least 5 enterprise cost of production models on the MAFRD web site;**

NOA's discussions with MAFRD's economic analysis unit during Q2 confirmed the design of a new website that will highlight the cost-of-production models developed by the ministry. All parties agreed during Q2 that the website will be linked to the main MAFRD website but will be hosted separately to facilitate its administration and frequent updating. Additionally, the EAU agreed that the cost-of-production models developed should be presented alongside economic analyses and financial analyses models to enable greater utility.

- **At least 40 public sector extension workers trained with technical support from NOA;**

Fifty agriculture extension agents from all of Kosovo's municipalities (including MAFRD staff as well), were certified after three intensive months of training in capacity building, organized by the New Opportunities for Agriculture program. This certification ceremony was attended by Chris Edwards, Deputy Mission Director of USAID; Blerand Stavileci, Minister of Agriculture, Forestry and Rural Development; and Jan Braathu, the Norwegian ambassador to Kosovo. The extension agents are now ready to provide professional trainings to farmers throughout Kosovo, on new methodologies and good agricultural practices in fruit, vegetable and livestock production.



The certification ceremony attended by USAID Kosovo's Deputy Mission Director, Minister of Agriculture and the Norwegian Ambassador.

During the three-month course, municipal extension agents received updated trainings based on the latest technologies and good agriculture practices, as well as on the methodology of how extension agricultural educators can reach farmers in their municipalities; soil and plant sampling for analysis; cultural practices (resistant seedling and sapling production, principles of crop nutrition and irrigation); plant protection; post-harvest handling, storage and marketing linkages; farm-crop budget, gross margin analyses and business plan preparation (for fruit and vegetable crops); balancing feed rations for dairy cows, dairy cow reproduction management and good milking practices; farm record keeping; environmental impacts in agriculture; and many other practices in different sectors in agriculture.



Fatmir Selimi - Deputy Chief of Party at NOA – lecturing on preparing grant applications.

March 13, which marked the last day of the training for the extension agents, highlighted the topic, "Information on preparing for the grants programs operated by the New Opportunities for Agriculture and the Ministry for Agriculture, Forestry and Rural Development. Fatmir Selimi, NOA's Deputy Chief of Party, made the presentation.

The 17 days of trainings, held between December 2012 and March 2013, attracted on average 29 extension agents per session.



**Topics, trainers, number of participants and training schedule for winter school trainings of extension agents working with the Ministry of Agriculture, Forestry and Rural Development (December 2012 – March 2013)**

No.	Subject	Training place	Trainer	Number of participants	Training date
1	How extension agents reach farmers in their municipalities and how to change their working habits	Lipjan – Training Center	Mr. Mark Wood	25	17/12/2012 Completed
2	A guide for newcomers on accessing grants through NOA and the EU and grant information and criteria – business plan preparation		Mr. Fatmir Selimi		
Vegetable production					
3	Vegetable seedling production	Lipjan	Mr. Ismet Babaj	22	08/01/2013 Completed
4	Soil sampling for analysis and the preservation and improvement of soil properties		Mr. Bardh Begolli, Mr. Ismet Kastrati (KIA) & Mr. Betim Bresilla	24	09/01/2013 Completed
5	Plant sampling for analysis		Mr. Ismail Cacaj (KIA)		
6	Open field and greenhouse vegetable production		Mr. Ismet Babaj & Hajrullah Cakaj	24	15/01/2013 Completed
7	Principles of vegetable crop nutrition and irrigation			25	16/01/2013 Completed
8	Post-harvest handling, storage and marketing linkages		Mr. Xhavit Ramadani & Mr. Faton Nagavci	25	29/01/2013 Completed
Fruits production					
9	Plant propagation material production - Phyto - Featherings - Certification	Lipjan	Mr. Maxhun Shehaj & Kujtim Lepaja	33	30/01/2013 Completed
10	Cultural practices of table grape crop (pruning, grafting and principles of nutrition and irrigation)		Mr. Mike Kimes		
11	Main pests and diseases of vegetable crops	Lipjan	Mr. Fadil Musa	31	05/02/2013 Completed
12	Post-harvest handling, storage and marketing of fruit crops		Mr. Xhavit Ramadani	34	06/02/2013 Completed
13	GlobalG.A.P. – fruits and vegetables		Mr. Reshat Ajvazaj		
14	Farm crop budget, gross margin analyses (fruits)		Mr. Maxhun Shehaj & Miss. Delvina Hana	38	12/02/2013 Completed
15	Farm and crop budget, gross margin analyses (vegetables)		Mr. Ismet Babaj & Miss. Donjeta Pozhegu	31	13/02/2013 Completed
16	Main pests and diseases of fruit crops		Mr. Fadil Musa & Mr. Naim Krasniqi	27	19/02/2013 Completed
Livestock production					
17	Balancing feed rations for dairy cows	Lipjan	Mr. Muhamet Kamberi	34	20/02/2013 Completed
18	Dary cow reproduction management – with a focus on training farmers		Mr. Behlul Behluli		
19	Hygiene in dairy farms – with a focus on proper milking practices and the safe use of pesticides		Mr. Bujari Ejupi & Mr. Fadil Musa	29	26/02/2013 Completed
20	Farm record keeping, budget and gross margin analysis		Mr. Arben Musliu	29	27/02/2012 Completed
21	Business plan preparation				
Environmental issues in Agriculture					
22	Environmental impacts in agriculture	Lipjan	Mrs. Laura Krypa-Gjakova	30	05/03/2013 Completed



No.	Subject	Training place	Trainer	Number of participants	Training date
Grant form preparation guidelines					
23	Guidelines for preparing MAFRD and NOA grant forms	Lipjan	Mr. Fatmir Selimi	31	13/03/3013 Completed
Certification ceremony					

- **At least 3 MAFRD collection center grantees develop programmed production plans for 2014;**

All 3 collection center grantees presented their business proposals and later received from MAFRD initial grant funding, permitting work to begin on the collection center sites. Ask Foods (Gjilane) and ETC (Xerxe) began work on their sites by clearing the land clearing and conducting other preparation work. Kelmendi (Peja) initially had some problems with licensing but these issues were resolved in the last week of Q2 and the foundation should be laid by week 3 of Q3. Site visits confirmed that all developments are proceeding on schedule and discussions with construction engineers and architects indicate that an August opening is possible in all cases.

- **At least one new bank lending product developed and operational and placed under DCA; and at least one value chain has a crop insurance model available to it.**

Developments under this benchmark are discussed fully under the improved access to finance section. In all cases, MAFRD management is being kept abreast of developments as it continues to watch for signs that the DCA facility is having some impact on agricultural lending.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- **Capacity building of interns engaged by processors and collection centers.** This will complete all procedures for engaging companies and providing advanced trainings for all NOA interns. The purpose of this activity is to provide competence-based trainings to NOA interns in order to equip them with advanced training techniques, using international best adult learning practices, needed to ensure that they may provide performance-based trainings to farmers, collection points and processing unit staff. The activity is scheduled to begin in mid April 2013 and conclude in September 2013. The knowledge, skills and abilities demanded of farmers all require ongoing investment and learning to develop and maintain specific and unique farming skills. Farmers, as well as collection point and processing unit staff, must become familiar with any change in market needs and consumer behavior and also must know how to ensure that the best and current farming/processing practices are being appropriately applied. Indeed, farming and processing techniques represent a special discipline that can be learned and applied. Agricultural businesses and farmers need to receive constant orientation and training on the best sector skills and practices, in order to become competitive and remain a serious business partner in the Kosovo market and abroad.

## 2.2 IMPROVED ACCESS TO FINANCE

### OBJECTIVE 1: ENCOURAGE FINANCING/INVESTMENT IN PROGRAM-TARGETED VALUE CHAINS

#### BENCHMARKS

- **At least 2 informative workshops with banks on sector investment/financial opportunities;**

On Feb. 14, 2013, NOA, Kosovo Chamber of Commerce and MAFRD jointly organized a workshop to inform banks and financial institutions regarding MAFRD's 2013 grants and subvention program. The Kosovo Chamber of Commerce led this activity with NOA's playing a supporting role. The financial sector showed great interest in MAFRD's 2013 grants program, as six leading banks and three leading MFIs participated in the workshop. A dedicated woman's access to finance training is scheduled for early Q3.

- **At least 2 value chains have access to targeted financial products;**

**Gherkins:** The program organized a field visit with TEB focusing on the gherkins value chain during Q1. The bank was impressed with the results achieved with respect to this crop (contracted sales between farmers-collectors-processors) and the opportunity this construct presented to reduce loan risk. As a result, TEB offered Mamusha farmers an 18% interest rate, for loans up to 5,000 Euros, while the weighted market average interest rate for a similar loan is 19% to 23%. This visit was critical to a decision by the bank's senior management to develop an agricultural credit card product, which is slated for release perhaps as early as late Q3. Meetings with bank staff during Q2 confirmed that the product is well advanced. The bank has recruited additional middle management staff to handle this development.

**Dairy:** During Q1, NOA organized several meetings with BKT and one meeting with RBKO addressing the need to develop a dedicated financial product for financing growth in Kosovo's dairy cow herd, given the present lack of production capacity and the fact that the local price per liter of milk remains among the best in the region. NOA had proposed a three-way model involving banks, processors/collectors and farmers. Farmers continue to express strong interest in this proposal. During Q2 discussions continued with the dairy sector, through the associations of processors and producers. A meeting with ProCredit Bank planned for Q2 was postponed to Q3 because two levels of management responsible for agro lending had moved from ProCredit Bank to other banks, leaving the bank short staffed.

**Lettuce and Fruit & Vegetables:** Encouraging Young Entrepreneurs (EYE) is a private and voluntary initiative with the goal of supporting the private sector in Kosovo. EYE aims to encourage young (not necessarily young in age but early in company establishment) entrepreneurs in starting a venture and converting their outstanding ideas into growing enterprises. Providing financial resources for these new ventures is one type of direct support EYE provides. In order to expose the agriculture sector to additional financing possibilities, NOA introduced EYE's founder, Vllaznim Xhiha, to some of the leading entrepreneurial NOA beneficiaries: Ask Foods, MOEA and Agroserra. Field visits were organized and information about sector development opportunities, challenges and obstacles were shared. EYE showed a specific interest in lettuce production and processing. NOA plans to continue introducing EYE to other potential agro entrepreneurs during Q3.

- **At least 5 banks introduced to NOA-related value chain financing methodology;**

In 2012, NOA presented its program and overall horticulture developments in Kosovo to two banks, RBKO and PCB. All agro lending officers, as well as other managerial staff involved with risk assessment, participated. NOA plans to support similar workshops with other banks in coming quarters.

- **At least 2 access-to-finance training courses conducted specifically for women producers.**

The first access-to-finance training for woman was planned for February 2013 (MAFRD grants and subvention program for 2013), but scheduling issues within MAFRD in informing its field extension service agents made it impossible to organize a workshop. Still, NOA plans to organize the course in the beginning of Q3, before the April 29 grants application deadline.

#### **ADDITIONAL ACHIEVEMENTS**

- TEB Bank has hired additional staff dedicated to its agricultural portfolio. Late in Q2, preliminary meetings were held with FINCA as it had suggested an interest in developing a dedicated agricultural product targeting smaller borrowers, especially since the major banks have lifted the floor on lending in this sector to €5,000.
- During Q2, NOA brought in a STTA to investigate the opportunity to develop agricultural insurance products. The investigation showed that one company (Sigal) was licenced to offer such insurance products and that the firm was willing to embark on the necessary product development. Two other firms were in the process of licensing. The consultant identified opportunities for initial offerings in the dairy sector (animal life insurance), the potato sector (all

risks possible) as well as the apple sector (hail risk). Development of these products would augment the banks' approach and effectively reduce risk. The consultant will return in Q3 to develop these products in detail.

#### CHALLENGES

- Interests rates remain high even though this quarter has seen little loan movement due to the winter season.
- Farmers still have unrealistic expectations about obtaining interest rates lower than what the market is offering, after the DCA agreement and press releases from MAFRD. This is being felt by MAFRD with a good number of farmers complaining that they are unable to obtain the cheap loans they expected.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Finalize the initiative regarding dairy financing product (dairy cow financing).
- Co-organize the workshop with woman farmers on MAFRD grants and its subvention program for 2013.
- Include banks in the NOA program's value-chain development and facilitate access to finance
- Work with international STTA to develop further the options for the establishment of a sustainable credit guarantee institution.

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## OBJECTIVE 2: DEVELOP NEW AGRO LENDING PRODUCTS TO FIT PROGRAM NEEDS

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#### BENCHMARKS

- **At least one new agro-lending product introduced to the market;**

During Q2 there were positive developments with TEB Bank's agro credit card product. TEB confirmed that product development (system-wide) is in the final stage, and product launch is expected in August or September. In the meanwhile, the bank seeks from NOA a list of recommended agro merchants (input dealers) to start negotiations on creating a POS network and signing contracts for the new program. NOA submitted a request to MAFRD to obtain such a list. Later, with TEB, the project will prepare the list of initial recommended merchants to participate in the product launch.

TEB clarified with USAID the possibility of including the new agro product/credit card under its existing DCA agreement. TEB's costs for new product development will be approximately 20,000 Euros. The new agro credit card will enable farmers to purchase their inputs, tools and equipment at input dealers and pay on installment, with a grace period if needed. The new program will be implemented with agro-input dealers and other suppliers such as petrol stations serving agricultural clients. TEB expects support from NOA during product launch and promotion; a detailed plan on the costs of product launch/marketing will be prepared and presented to NOA for possible cost share during Q3.

- **At least 10 input dealers involved in the program;**

TEB is expecting the NOA program to support the identification of initial input dealers interested in this new product development (agro credit card). Such engagement is expected to take place during Q3.

- **At least 100 producers access credit using the new product.**

NOA will recommend to TEB those producers who have entered reliable off-take agreements with processors and collection centers. Discussions with TEB management during Q2 confirmed their interest in pushing the industry to increased formality through their product offerings.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Follow up on agro credit card product development and support TEB on any request it might have about said product.
- Start preparing list of leading/recommend input dealers.
- Develop a joint product launch activity with TEB.

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### OBJECTIVE 3: INCREASE BANK LENDING EXPERTISE IN AGRO SECTOR

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#### BENCHMARKS

- **At least 3 trainings on agro lending organized with participating banks;**

During Q3, NOA will train TEB bank loan officers in new product promotion and the selection of targeted farmers. Should program discussions with FINCA generate traction, then NOA will support its proposed new cadre of loan officers, all during Q3. A NOA meeting with the new ProCredit Bank agricultural lending staff during Q2 indicated the bank's strong interest in receiving dedicated support to loan officer training, now slated for Q3.

- **Improve CBK/Commercial Bank Agro sector reporting.**

No activities this quarter under this benchmark. Discussions will be initiated during Q3.

## 2.3 GENDER EQUALITY

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#### OBJECTIVES:

#### INCLUDE WOMAN FARMERS IN ALL PROGRAM ACTIVITIES

#### INCREASE WOMAN FARMERS' TECHNICAL KNOWLEDGE

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#### BENCHMARKS

- **At least 25% woman participation in all program activities;**

Woman's participation in NOA training for the 2012 reporting year was 10%. As of Q1 for 2013, the percentage had more than doubled, to 27%.

Nevertheless, it is worth mentioning that this Q1 participation percentage is highly influenced by the "woman farmer of the year" activity supported by the NOA project during Q1, wherein out of a total of 212 participants, 189 were woman (89%).

During Q2 specifically, the percentage of woman participation in NOA program activities was 20 %, while the cumulative for two quarters is 24%. Trainings especially field and access to finance trainings are not at a peak so it is envisaged that the program will continue to achieve the target inclusion level for woman during the work plan year.

- **At least 10 woman lead farmers identified and supported;**

The program has already identified **34 woman lead farmers** (26 additional this quarter) who directly benefitted from the program and will continue to receive program support, exceeding the target of 10 woman leading farmers. These lead farmers are set to be the contact points for public sector extension services as they look to extend value chain specific information to contact farmers for each lead farmer.

**Gherkins:** Last year two very successful women lead farmers were identified and benefited by implementing new gherkin variety production and growing technologies. In both cases, they have proven their abilities as farmers, with excellent production yields and very specific implementation of

new growing technologies. The program is expected to use them as model farmers during the new season and use their farms as training venues for new women model farmers.

An additional 10 new woman farmers and 10 minority farmers have been identified in Q2 as NOA beneficiaries with 0.20 ha of gherkins, and have received the following support: seeds, plastic mulch, drip irrigation, support system and technical advice. In addition, the program will support them in linkages and facilitating contractual sales with local gherkins processors, when the final product is harvested.

**Vegetables (Peppers):** Special attention was paid to identifying women lead farmers in open field this quarter, and during Q2 regarding pepper cultivation NOA identified 17 woman lead farmers in different regions of Kosovo to support them with 0.20 ha of pepper: seeds, drip irrigation, technical support and linkages with processor. These farmers will be used by public and private extension workers during the production season as focal points for information flow.

**Lettuce:** Two to three woman farmers remain to be identified in the coming quarter, to be supported with contractual sales to the Agro Serra lettuce processing company.

**Saffron:** Among 6 growers there one woman lead farmer is already in place, who also happens to be a start-up business (in agriculture). She benefited by receiving saffron corms and technical assistance in growing processes. The program also facilitated new markets for the final product, and offered branding and labeling support. The saffron woman lead farmer participated at Bio Fach, Berlin during this quarter, representing all Kosovar saffron growers. As per current quarter program she has already received a request for 300 gr of Bio saffron from Bio Fach fair contacts.

**Strawberries:** There are still three woman lead farmers working with the program. The Program plans to continue supporting these women with sales and marketing activities similar to those offered previously.

**Apples:** One woman lead farmer has benefited from the program, receiving new apple varieties. No progress has been made during this quarter to identify additional women farmers for targeted support.

**Raspberries:** One woman lead farmer remains as the NOA female lead farmer and she will continue to act as lead farmer during the year ahead.

During Q2 NOA facilitated another contract signing between the woman's association "Fatjona" and vegetable processor Rizona. A total of 40 tons of vegetable (Pepper, Gherkins and Lettuce) have been contracted.

**MAP:** A women's association working with MAP has been identified: "Shqiponjat e Dardanise" in Kishnice/Grajanica. Following an inception meeting between the association and APS in Istog, the association continues to be a potential supplier to the APS international market and inbound marketing visits scheduled for Q3 will finalize these linkages.

- **At least 4 training activities dedicated to women farmers conducted;**

During Q2 two women dedicated trainings were identified: a) Marketing and value chains in horticulture and b) Dairy Farm Management

**Training on Marketing and Value Chains in Horticulture:** A volunteer International STTA Susan Hofmann, a very experienced trainer conducted a 2 days training with a group of 21 woman lead farmers and association representatives (26/27 March). The feedback from the participants was excellent, teaching method was very participative and practical, enabling woman farmers to analyse and interpret their own value chains, market and customers. A follow up training for the same or similar target groups of farmers should be planned for the coming year.

**Farm Management – Dairy:** A local expert on farm management training has been identified; two woman dairy collection points were visited and training needs were identified. A two day training program has been designed, one day theoretical and one day practical demonstration. Topics are: cow

feeding, diseases, reproduction and milk/farm hygiene. Training *will be* conducted beginning in April Q3, with two different groups of woman farmers in two different venues (4/5 April respectively 11/12 April).

**Access to finance:** The NOA program plans a workshop geared to informing women farmers about MAFRD's grants and subsidy programs for 2013. The program has already gathered information on several women's agriculture associations (mainly in horticulture and processing) with more than 50 woman farmer members to be contacted and involved. The activity was postponed for Q3 due to the busy schedule MAFRD had in developing their grant and subsidy program.

- **Day of Rural Women conference was organized;**

The conference completed during Q1, drew 212 participants and stakeholders, garnering widespread coverage by almost all local media. In order to emphasize the role of rural women in enhancing agricultural and rural development, the conference also addressed the role of women in society, particularly in areas such as economic improvement and agricultural development. The conference also awarded two "Woman Farmer of the Year 2012" prizes, with UNDP support. One of the 5,000 Euro prizes went to a woman farmer in production, and the other to a woman farmer active in processing.

- **At least 3 documentaries produced highlighting successful women in agribusiness;**

NOA has developed one five-minute documentary highlighting the program's lead women farmers who grow and sell gherkins. The three women are NOA grantees who have pioneered the planting of gherkins, with excellent results. This should encourage other women farmers in their villages and association to follow in their footsteps.

#### ADDITIONAL ACHIEVEMENTS

- TEB has mentioned interest in developing a dedicated micro loan program to support woman startup businesses. Average loan amounts would be 2,000 to 3,000 Euros. The project was asked to identify fields of potential investment in agribusiness and agricultural production. It is still just an idea that needs further pursuit and development and will likely be guided by the introduction of the new Agro Card later in the year. This agricultural input credit card will have the option of targeting specific groups of farmers, which could target woman farmers.

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

- Finalize the trainings for female lead farmers in farm management and informative workshop on MAFRD 2013 Grants scheme .
- Finalize a compilation documentary highlighting women's role as lead farmers to date.

## 2.3 OUTREACH AND COMMUNICATIONS

#### BENCHMARKS

- **At least 24 articles per year;**

Five articles have been written up for the NOA website this quarter.

- **At least 30 success stories within the Fiscal Year;**

Three success stories have been written up for printing and placing on the NOA website this quarter.

Four news articles and snapshots have made the monthly USAID e-news, and have been featured on the USAID website and U.S. Embassy Facebook page (see records below).

- **At least five (5) television productions;**

2 mini-documentaries have been completed and broadcasted at events/presentations. The documentaries feature women in agriculture and the cultivation of saffron, respectively.

Four full-length (25-minute) documentaries have been completed and have received clearance from USAID. They cover the gherkin, saffron, lettuce and dairy sectors. The fifth documentary (women and minorities in agriculture) is currently being editing. These five full-length documentaries are slated to air on one of Kosovo's main television stations. The additional purpose of these films is for use in showcasing the project's work to various farmer groups and associations during their organized events. In this manner, farmers, processors and traders can better understand the sector and see, for example, how women and minorities form part of a bigger picture, as well as how they can improve their training programs and farmer linkages.

- **Final television commercial for Ministry campaign, "From our land, to our table";**

The idea for the third television promotion has been outlined, and an RFQ will be published for production companies to send in their offers and costs for production.

This final commercial will focus on food safety, suggesting that buying locally produced agricultural products is safe and that food quality standards are being applied. Buying freshly grown produce increases employment in the agriculture sector, which in turn contributes to a better local economy and substitutes imports.

#### **ADDITIONAL ACHIEVEMENTS**

- **Program Website – [www.noakos.com](http://www.noakos.com)**

The program website [<http://www.noakos.com>] continues to publicize the work and results produced by NOA. It presents one of the main methods by which the program communicates with its current and potential clients, and serves as a depository for the substantial amount of information that the program continues to produce. The team continues to receive compliments from numerous sources on the information it provides.

The program website during this second quarter has undergone a slight reconstruction and general freshening/reconfiguring in its appearance and design in order to make it more informative and attractive. With its new image and formatting, the website is now even more user-friendly in terms of editing and updating and will ensure that it remains more reliably up to date with current NOA activities.

- **Events**

Major events coordinated in this quarter (2 events):

- Women Entrepreneur's Networking – March 8, 2013 – This event at the Metropol Restaurant gathered together almost 50 of Kosovo's most accomplished women entrepreneurs, as well as the media.
- USAID Mission Director Visits Dairy Farmer in Dardania, Peja – March 13, 2013 – The mission director visited the Agroloni Dairy in Dardania, Peja.

- **Visibility**

In terms of the continuing visibility of the program, the following details media appearances made by NOA and its staff:

- **Television (5 appearances)**
  - 1) January 13, 2013 – 5:15pm – RTK - Bujku show (Farmer of the Year)
  - 2) January 15, 2013 – 8:00 pm – KLAN Kosova – Main evening news (Export of seedlings from Kosova to the Netherlands)
  - 3) February 3, 2013 – 5:15 pm – RTK – Bujku Show (Interview with CoP, Mark Wood)



- 4) March 10, 2013 – 5:15 pm – RTK – Bujku Show (rerun of apple pruning with fruit expert Maxhun Shehaj)
- 5) March 08, 2013 – 7pm – RTK, KTV, RTV 21 – Main evening news (Women Entrepreneur's Networking Event)

– **Electronic Media (33 total appearances)**

Appearances of the Kosovo exhibition at the International Green Week on German-language electronic media (12 appearances)

- 1) January 17-28, 2013 - RBB Online – Kosovo at International Green Week – [http://www.rbb-online.de/stadt\\_land/dossiers/gruene\\_woche/service/Appetitanreger\\_auf\\_der\\_Gruenen\\_Woche.html](http://www.rbb-online.de/stadt_land/dossiers/gruene_woche/service/Appetitanreger_auf_der_Gruenen_Woche.html)
- 2) January 17-28, 2013 – Berlin Audiovisuell – Kosovo at International Green Week - [http://www.berlin-audiovisuell.de/sehenswertes/veranstaltungen/gruene\\_woche/index.php](http://www.berlin-audiovisuell.de/sehenswertes/veranstaltungen/gruene_woche/index.php)
- 3) January 17-28, 2013 – Schweizerbauer – Kosovo at International Green Week - <http://www.schweizerbauer.ch/politik--wirtschaft/agrarpolitik/gruene-woche---gipfeltreffen-der-welt-landwirtschaft-in-berlin-8932.html>
- 4) January 17-28, 2013 – German Missions/South Africa – Kosovo at International Green Week - [http://www.southafrica.diplo.de/Vertretung/suedafrika/en/\\_pr/1\\_GIC/2013/01-Gruene-Woche.html](http://www.southafrica.diplo.de/Vertretung/suedafrika/en/_pr/1_GIC/2013/01-Gruene-Woche.html)
- 5) January 17-28, 2013 – Maerkischeallgemeine – Kosovo at International Green Week - <http://www.maerkischeallgemeine.de/cms/beitrag/12457229/62249/Von-Rheinland-Pfalz-ueber-die-Uckermark-bis-zum.html>
- 6) January 17-28, 2013 – Gruenewoche – Kosovo at International Green Week - <http://www.gruenewoche.de/PresseService/Pressemitteilungen/index.jsp?lang=de&id=266880>
- 7) January 17-28, 2013 – Agrarheute – Kosovo at International Green Week - <http://www.agrarheute.com/gruene-woche-2013-eroeffnungspk>
- 8) January 17-28, 2013 – Ad Hoc News – Kosovo at International Green Week - <http://www.ad-hoc-news.de/die-gruene-woche-2013-bringt-sie-auf-touren-zehn--/de/News/24932148>
- 9) January 17-28, 2013 – FinanzNachrichten – Kosovo at International Green Week - <http://www.finanznachrichten.de/nachrichten-2013-01/25770097-gruene-woche-aktuell-23-januar-2013-007.htm>
- 10) January 17-28, 2013 – DW – Kosovo at International Green Week - <http://www.dw.de/gr%C3%B6%C3%9Fte-agrarmesse-der-welt-in-berlin-er%C3%B6ffnet/a-16528465>
- 11) January 17-28, 2013 – GFFA Berlin – Kosovo at International Green Week - [http://www.gffa-berlin.de/images/stories/GFFA2013/Teilnehmerliste\\_PM\\_en.pdf](http://www.gffa-berlin.de/images/stories/GFFA2013/Teilnehmerliste_PM_en.pdf)
- 12) January 17-28, 2013 – Presseportal – Kosovo at International Green Week - <http://www.presseportal.de/pm/6600/2399823/presse-information-gruene-woche-aktuell-17-januar-2013>

Appearances of Kosovo exhibition at International Green Week on Kosovo electronic media (21 appearances)

- 1) January 17-28, 2013 – Telegrafi – Paraqitja e Kosoves nervozon Serbet ne panairin e Berlinit  
<http://www.telegrafi.com/ekonomi/kosova-ne-javen-e-gjelber-ne-berlin-46-10217.html>
- 2) January 17-28, 2013 – Telegrafi – Serbia bojkoton takimin per shkak te Kosoves-  
<http://www.telegrafi.com/ekonomi/paraqitja-e-kosoves-nervozon-serbet-ne-panairin-e-berlinit-46-13615.html>
- 3) January 17-28, 2013 – Gazeta Express – Kosovo at International Green Week -  
<http://gazetaexpress.com/?cid=1,13,101729>
- 4) January 17-28, 2013 – Ekonomia – Kosovo at International Green Week –  
<http://ekonomia-ks.com/?page=1,6,30913>
- 5) January 17-28, 2013 – Kosovapress – Kosovo at International Green Week –  
<http://kosovapress.com/?cid=1,3,158728>
- 6) January 17-28, 2013 – Koha Ditore online – Kosovo at International Green Week –  
<http://www.kohaditore.com/index.php/repository/karikaturat/function.require?page=1,13,84938>
- 7) January 17-28, 2013 – Lexo Shqip – Kosovo at International Green Week –  
<http://www.lexoshqip.com/archives/107270>
- 8) January 17-28, 2013 – Standardi – Kosovo at International Green Week –  
<http://standardi.info/index.aspx?SID=15&LID=2&AID=45196&Ctype=1&ACatID=9>
- 9) January 17-28, 2013 – Telegrafi – Produktet kosovare ne javen e gjelber ne Gjermani –  
<http://www.telegrafi.com/ekonomi/produktet-kosovar-ne-javen-e-gjelber-ne-gjermanija-46-13593.html>
- 10) January 17-28, 2013 – Gjuha Shqipe – Kosovo at International Green Week –  
<http://www.gjuhashqipe.com/lajmetari/lajmetari2.aspx?id=43051>
- 11) January 17-28, 2013 – Monitor – Kosovo at International Green Week –  
<http://www.monitor.al/kosova-ne-panairin-java-e-gjelber-ne-berlin/>
- 12) January 17-28, 2013 – Infokusi – Kosovo at International Green Week –  
<http://infokusi.com/ekonomi/11916/>
- 13) January 17-28, 2013 – Time.Ikub.Al – Kosovo at International Green Week –  
<http://time.ikub.al/Lajme/7fc80857ed/Produktet-Made-in-Albania-ekspozohen-ne-Berlin.aspx>
- 14) January 17-28, 2013 – Gazeta Ditore – Kosovo at International Green Week –  
<http://gazetaditore.com/2013/01/22/produktet-e-kosoves-ne-panairin-java-e-gjelber-ne-berlin/>
- 15) January 17-28, 2013 – Indeks Online – Kosovo at International Green Week –  
<http://www.indeksonline.net/?FaqeID=2&LajmID=14091>
- 16) January 17-28, 2013 – Ora Info – Kosovo at International Green Week –  
<http://orainfo.com/?FaqeID=3&LajmID=7874>
- 17) January 17-28, 2013 – Kosova Times – Pjesemarrja e Kosoves ne Javen e Gjelber ne Berlin –  
<http://www.kosovatimes.net/?page=1,33,25481>

- 18) January 17-28, 2013 – Kosova Times – Produktet Kosovare prezantohen ne Gjermani – <http://www.kosovaitimes.net/?page=1,33,25186>
- 19) January 17-28, 2013 – RTKlive.com – Kosovo at International Green Week – [http://www.rtklive.com/new/index.php?cid=7,1&newsId=69987&mfp7xP97dMLpc\(-pGc&LiU#8-+17/cc\)d&70!Y8\(013NZ\\_meeziex~S&3\\$U58wVoEZ\\*zwOiC901+ml#2i\\$Dx=Rdw36\\*aH=cf7e2TZ](http://www.rtklive.com/new/index.php?cid=7,1&newsId=69987&mfp7xP97dMLpc(-pGc&LiU#8-+17/cc)d&70!Y8(013NZ_meeziex~S&3$U58wVoEZ*zwOiC901+ml#2i$Dx=Rdw36*aH=cf7e2TZ)
- 20) January 17-28, 2013 – Lajme Parajsa– Kosovo at International Green Week – [http://lajme.parajsa.com/Biznesi/id\\_477320/](http://lajme.parajsa.com/Biznesi/id_477320/)
- 21) January 17-28, 2013 – Nacional Albania – Kosovo at International Green Week – <http://www.nacionalalbania.al/2013/01/kosova-prezanton-prodhimet-bujqesore-dhe-ushqimin-ne-berlin/>

– **Other appearances (4 appearances)**

NOA activities make the USAID/Kosovo Program E-News four times this quarter:

- 1) February 1, 2013 – USAID/Kosovo Program E-News – Kosovo Represented at International Greek Week Berlin
- 2) February 1, 2013 – USAID/Kosovo Program E-News – USAID/Kosovo Client Ships First Export of Fruit Trees
- 3) March 19, 2013 - USAID/Kosovo Program E-News – On their way forward, Kosovo women entrepreneurs pause to celebrate their successes
- 4) March 29, 2013 – USAID/Kosovo Program E-News – Dairy Advances

NOA events are also featured on USAID’s website and the U.S. Embassy’s Facebook page, as follows:

<http://www.facebook.com/notes/us-embassy-pristina-kosovo/on-their-way-forward-kosovo-women-pause-to-celebrate-their-successes/550817604938595>

<http://www.usaid.gov/kosovo/press-releases/their-way-forward-kosovo-women-pause-celebrate-their-successes>

#### ACTIVITIES PLANNED FOR THE NEXT QUARTER

Following the completion of the five initial documentaries, NOA will select the television station to broadcast the productions. Besides airing the shows on television, NOA will focus on distributing the documentaries to various farmer groups and associations, which will use and show this material to their members in order to facilitate a change to a more commercial mindset; further motivate them; and prove to them that they are indeed part of a bigger picture (Kosovo’s agriculture benefits each and every farmer, processor, trader, etc.).

Filming of an additional documentary will begin in the next quarter that will feature the regrafting of wine grape vines to instead grow table grapes. This is a process that we will monitor and film over a period of three to four months until its completion. The program’s leadership of the transformation of wine grape vineyards into table grape vineyards is a first for Kosovo. The filming locations will be grape vineyards in the region of Rahovec.

Snapshots/success stories and articles will continue to be written and posted on the program website.

## 3.0 PMP

## 3.1 PERFORMANCE MONITORING PLAN (QUARTERLY FORMAT)

### 3.1.1 MAJOR ACHIEVEMENTS

Between February and March 2013, the Program organized two surveys in order to define baseline values for the following indicators recently introduced into the NOA PMP:

- **Indicator AO2.5:** Changes to gender empowerment measures (GEM) as a result of program interventions;
- **Indicator AO2.7:** Percent (%) increase in rural income as result of USG assistance

#### GENDER EMPOWERMENT INDEX SURVEY

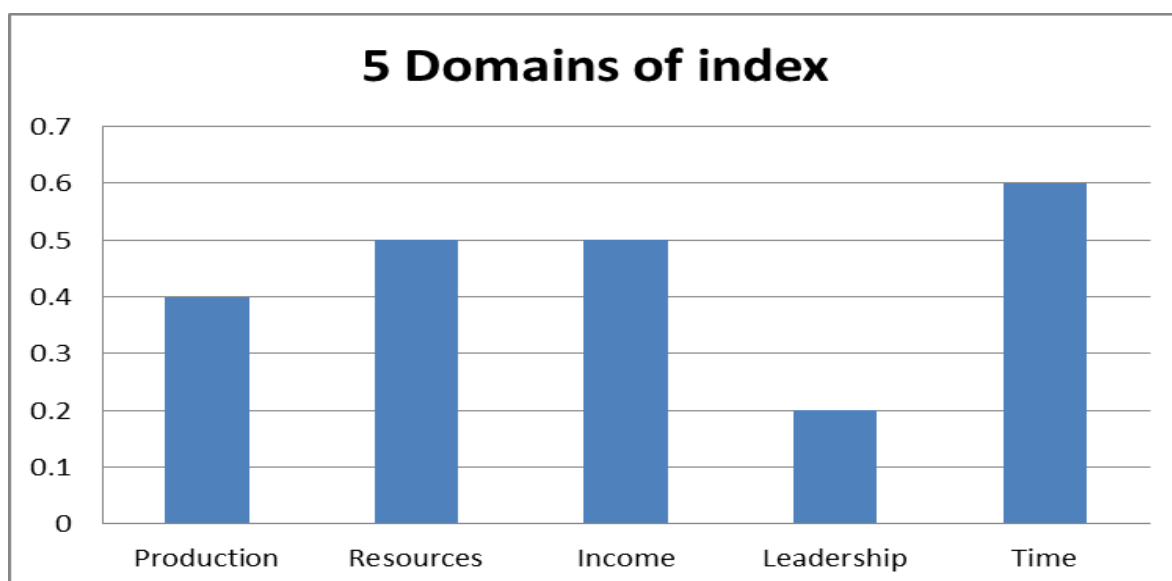
The overall objective of the survey was to define the level of women's empowerment within the decision-making process regarding their everyday agriculture activities. In total, 195 farmers participated in the survey, of which 87% are women; these are farmers who receive direct assistance and who benefited indirectly from the program. This sample represents a universe of 936 farmers that were touched by program activities and interventions, and the level of confidence is set to 95%. In this report, we only provide a summary of findings; a full report is scheduled to be finished during the next quarter.

The survey covers five domains; Production, Resources, Income, Leadership and Time, (PRILT) addressing a total of 14 indicators. This approach is based on systems developed for USAID Feed the Future, the US government's global hunger and food security initiative.

In the table below, we provide findings from all 14 indicators, and the results are summarized into four groups:

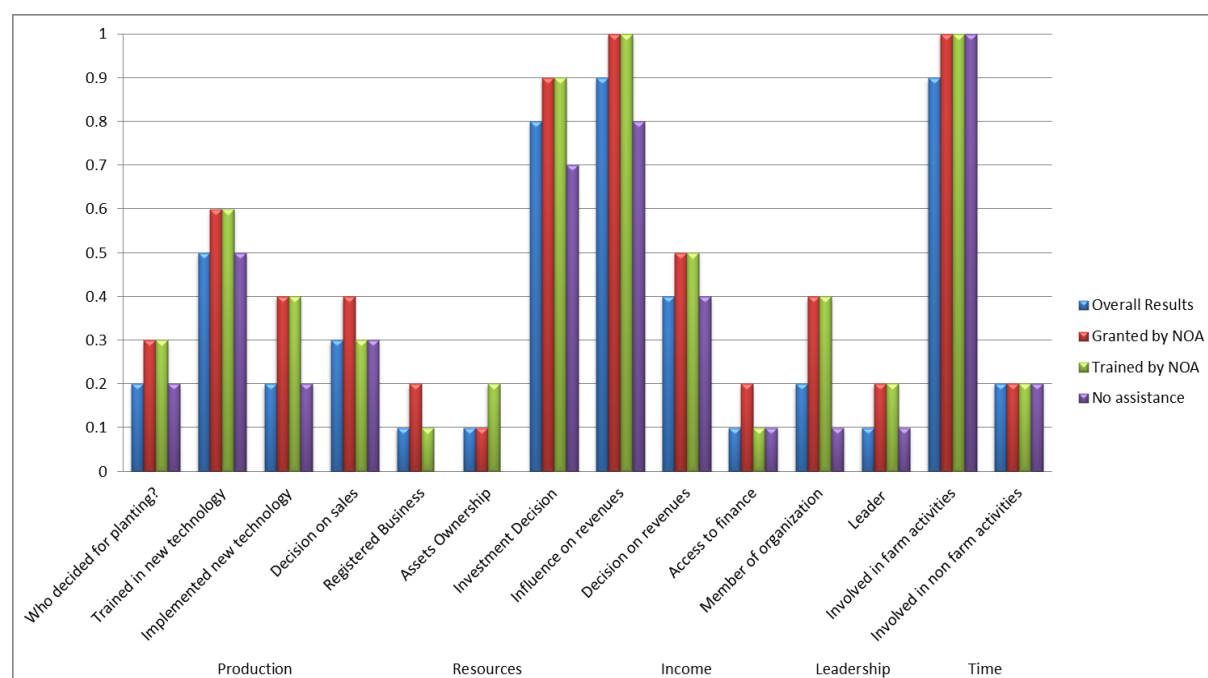
1. The general results, which include all farmers surveyed,
2. The second group are farmers that received grants,
3. The Third group consists of farmers that participated in USAID/NOA trainings,
4. The last group consists of farmers that didn't participate in any program- sponsored events.

A 0 score means not empowered, a score of 0.1-0.5 indicates low empowerment and a score of 0.6-1 indicates highly empowered. The total score is subject to weighting (see the NOA PMP document for a detailed explanation). The objective of this disaggregation is to provide a direct measure of progress but critically to provide management feedback to the project in order to refine training needs as necessary to maximize impact on the level of women's empowerment.



In the table above we provide overall results for all five domains. As can be seen, in four out of five domains women are poorly empowered, with leadership being the lowest. The average result across all domains is 0.45 meaning that the involvement of women in decision making is low. Interestingly, if we examine the indicators in the table below, in all cases farmers that received assistance from the program have greater decision making levels. (see color red and green).

These results are important in planning of activities for next quarter, and indicate the program must focus more, for example, on influencing change related to decisions about planting and involve women more in technology trainings.



## RURAL INCOME SURVEY

At the same time as the gender survey, NOA conducted a rural income survey this quarter, with the objective to define a baseline value of income for rural farmers. In this regard, in total 68 producer farmers were surveyed, six of which were women and eight minorities; these are farmers who benefited from the program's IIF scheme. 43% of farmer's main crop is vegetable and the rest are fruits and cereals. The total value of annual income for all farmers is 807,072€, with an average value

of **11,869€**. This value will be used as baseline figure in order to track program-generated changes in rural income in the future. 172 people are employed as full time, of which 60 are woman; another 213 people worked as part time workers totaling 2835 hours or only 13 FTE (based on 225 days per year). This survey will be repeated later this year with the same respondents to determine the project direction and impact on rural income.

#### **QUARTERLY REPORTING INDICATOR RESULTS**

##### **IR1.1 Number of Delivery Contracts Issued For Targeted Crops**

Between January and March 2013, [138] contracts have been signed between farmers, processors and/or other players along the targeted value chains. [108] Contracts are signed locally whereas [30] contracts were signed for exports towards European Countries. It is important to add that, as a result of facilitating of the above mentioned contracts, in total 10,064mt of different crops, mainly peppers and gherkins have been contracted. Sales generated from this activity will be reported in later quarterly reports.

##### **IR1.2 Value sales resulting from linkages created between farmers, processors and traders as result of USG assistance**

In total \$ 316,964 sales have been generated as a result of NOA-supported linkages. Figures include sales generated from saffron [\$5564] (the final figure is a result of the multiplier of 1.84 and converted to USD), whereas, [\$311,400] worth of sales were generated from ASK-Foods selling their products to ETC. This linkage is considered a direct result of NOA assistance.

##### **IR1.3 Number of participants in study tours, B2B, market investigation and trade shows**

Three study tours were organized during this quarter with a total of 13 participants. The study tour organized to Germany included two companies (APC and New Venture) that were according the opportunity to participate in the Bio Fach trade fair. As a result, APC agreed with a UK company to supply the latter with chamomile, cowslip, and saffron. No official contract document has been received by the program; therefore, no contract has been reported. A second study tour was organized for plant inspectors to the United Kingdom during Q2 to better understand plant phytosanitary issues. Four persons attended. . The third study tour was arranged to Italy to expose stakeholders to improved fruit tree management as well as grape grafting options.

##### **IR2.2 Number of new technologies and/or management practices introduced as result of USG assistance**

By modifying existing equipment, the program has introduced a new technology in lettuce transplanting method. During this period only this technology has been recorded.

##### **IR2.3 Number of individuals trained in agriculture productivity through USG assistance (FACTS)**

In total, 730 people have been trained in various subjects related to environment, post-harvest, access to finance and improved technologies. 20% of participants were women. In addition to trainings, the program has organized other events which are related to but not counted in this indicator, which include presentations and meetings. The total number of participants that attended these additional activities was 176 people.

##### **IR2.5 Number of firms receiving USG assistance to invest in improved technologies (FACTS)**

Five firms received grants from the program to establish blueberry plantations using advanced technologies, including: Krasniqi-R, Blerti, Toni, Fisi and Zdrava Hrana companies. In addition, two firms, SHQK and Action for Revitalization, received funds to invest in new milk production technologies. This brings the total, for this quarter, for this indicator to seven (7).



#### **IR4.1 Value of DCA lending to the agriculture**

Nothing to report.

#### **IR4.3 Number of SMMEs and producers receiving USG (NOA project) assistance to access bank loans or private equity (FACTS)**

Nothing to report. No financial activity during this off season period.

#### **IR4.4 Value of grants issued for value chain operators of target crops and products, as result of USG assistance**

In total \$273,120 is the value of grants issued during Jan-March 2013. For further details, please refer to the IIF section of this report.

#### **IR4.5 Number of program customers receiving grants as result of USG assistance (including IIF)**

In total, [21] companies received IIF funds to invest in various projects. Five fruits and vegetables processors (Ask Foods, Etlinger, Eurofood, MOEA LLC, and Sole Kosova) received funds to invest in technical support for their processing activities; six grantees (Krasniqi-R, Blerti, Toni, Fisi and Zdrava Hrana and Juniku) were supported in the establishment of a total of 5HA of blueberry, five grantees for milk processing (SHQK, Bylmeti, Magic Ice, Eurolona and Ajka), three grantees were financed for various services; Eurotac company was financed to improve infrastructure of its collection centre and Action for Revitalization company was financed to convert wine grapes to table grapes through grafting.

#### **IR5.3 Number of donor, GOK and agriculture sector roundtables or other events facilitated by NOA**

No specific donor/GOK roundtables arranged during this off season quarter.

	Indicator	Unit Measure	FY3 Targets	Results For FY3Q1	Results For FY3Q2	FY3 Cumulative Performance
IR1.1	Number of delivery contracts issued for targeted crops	Number	250	27	128	61%
IR1.2	Value sales resulting from linkages created between farmer, processors and traders as result of USG assistance	\$	\$2.5M	\$500,774	316,964\$	33%
IR1.3	Number of participants in study tours, B2B, market investigation and trade shows	Number	60	10	6	27%
IR2.2	Number of new technologies and/or management practices introduced as result of USG assistance	Number	15	1	1	13%
IR2.3	Number of individuals trained in agriculture productivity through USG assistance (FACTS)	Number	2000	312	730	52%
IR2.5	Number of firms receiving USG assistance to invest in improved technologies (FACTS)	Number	15	4	5	60%
IR4.1	Value of DCA lending to the agriculture	\$	-	-	-	-
IR4.3	Number of SMMEs and producers receiving USG (NOA project) assistance to access bank loans or private equity (FACTS)	Number	240	-	-	-
IR4.4	Value of grants issued for value chain operators of target crops and products, as result of USG assistance					
	<b>NON IIF</b>	\$	\$200K	-	-	-
	<b>IIF</b>	\$	\$1M	\$182,013	\$273,120	27%
IR4.5	Number of program customer receiving grants as result of USG assistance (including IIF)	Number				
	<b>NON IIF</b>		10		-	-
	<b>IIF</b>		100	20	22	22%
IR5.3	Number of donor, GOK and agriculture sector roundtables or other events facilitated by NOA	Number	13	5	-	38%

## 3.2 IIF GRANTS REPORT

During Q2, NOA issued 21 grants to clients involved in the expansion of crop area, installation of new equipment and development of value added services. Additionally, NOA-issued grants supported firms to improve human capacity by working with interns to augment farmer contract management capacities. Details on these newly-issued grants is provided within the relevant sections of this quarterly report narrative.

### Grants issued by NOA during Q2 2013.

Grants issued during Q2 2013							
	NOA-G-075	499460701	Abi & Elif 19	Increase of human capacities of the company	Feb. 1, 2013 - Oct. 31, 2013	\$10,521.90	€ 8,100.00 Ongoing
	NOA-G-076		ASK FOODS	Increase of production capacities and output by employing new professionals in selected fields	Feb. 1, 2013 - Oct. 31, 2013	\$14,906.03	€ 11,475.00 Ongoing
	NOA-G-077		Ettinger	Increased professional capacities of the company through support for engagement of professional staff	Feb. 1, 2013 - Oct. 31, 2013	\$9,352.80	€ 7,200.00 Ongoing
	NOA-G-078		EuroFood	Increased human capacities for increased production and improved quality of products	Feb. 1, 2013 - Oct. 31, 2013	\$11,398.73	€ 8,775.00 Ongoing
	NOA-G-079		MOEA LLC	Increase of human capacities in the processing sector, respectively in MOEA-Frutomania	Feb. 1, 2013 - Oct. 31, 2013	\$11,398.73	€ 8,775.00 Ongoing
	NOA-G-080		Sole Kosova	Adaption of new investments according to the Kosovo Agri-System for processors	Feb. 1, 2013 - Oct. 31, 2013	\$14,029.20	€ 10,800.00 Ongoing
	NOA-G-081		SHPKQK/SHQK	Transparency and neutrality during sampling of milk for quality control	Feb. 1, 2013 - Oct. 31, 2013	\$18,818.61	€ 14,487.00 Ongoing
	NOA-G-083		Bylmeti	Technical support to the farmers and milk producers	March 4, 2013 - Aug. 31, 2013	\$2,295.38	€ 1,680.00 Started
	NOA-G-084		Magic Ice	Engagement of an expert for extension	March 7, 2013 - Aug. 31, 2013	\$2,295.38	€ 1,680.00 Started
	NOA-G-085		EuroIona	Technical support to the farmers and milk producers	March 7, 2013 - Aug. 31, 2013	\$2,295.38	€ 1,680.00 Started
	NOA-G-086		Ajka	Technical support to the farmers and milk producers	March 7, 2013 - Aug. 31, 2013	\$2,295.38	€ 1,680.00 Started
	NOA-G-087		Krasniqi-R	Establishment of blueberries orchard in 0.5 ha	March 20, 2013 - Nov. 19, 2013	\$7,463.30	€ 5,695.00 Ongoing
	NOA-G-088		Blerti	Establishment of plantation with cultivated blueberries in 0.9 ha	March 20, 2013 - Nov. 19, 2013	\$13,433.94	€ 10,251.00 Ongoing
	NOA-G-089		Toni	Establishment of plantation with cultivated blueberries in 0.9 ha	March 20, 2013 - Nov. 19, 2013	\$13,433.94	€ 10,251.00 Ongoing
	NOA-G-090		Fisi	Establishment of plantation with cultivated blueberries in 0.9 ha	March 20, 2013 - Nov. 19, 2013	\$13,433.94	€ 10,251.00 Ongoing
	NOA-G-091		Zdrava Hrana	Trial Cultivation of Blueberries in 0.5 ha	March 21, 2013 - Nov. 20, 2013	\$7,463.30	€ 5,695.00 Ongoing
	NOA-G-092		Juniku	Establishment of plantation with cultivated blueberries in 1.3 ha	March 21, 2013 - Nov. 20, 2013	\$19,745.30	€ 15,067.00 Ongoing
	NOA-G-093		Pemishitja Korrani	Spraying services for apple orchards	March 29, 2013 - Sep. 30, 2013	\$4,586.75	€ 3,500.00 Started
	NOA-G-094		Agro-Sistem	Services for spraying of apple, pear, plum and cherry orchards	March 29, 2013 - Sep. 30, 2013	\$4,586.75	€ 3,500.00 Started
	NOA-G-095		Premili-Alb	Improving of application of pesticides in orchards and vineyards of Gjakova municipality	March 29, 2013 - Sep. 30, 2013	\$4,586.75	€ 3,500.00 Started
	NOA-G-096	Registration pending	Euro Taç	Improvement of infrastructure of the Euro Tac collection Center	March 29, 2013 - Jun. 30, 2013	\$38,001.88	€ 28,998.00 Started

This brings the value of grants issued by the project to date to \$1,885,082.75. The following table lists all grants issued to date, by the NOA project.

NOA GRANT REPORT								
Period including Q2 2013								
Activity #	Grant No.	DUNS No.	Grantee	Grant Title	Period of Performance	Amount in \$	Amount in €	Status
	NOA-G-001		MOEA LLC	Hail Protection System for Apple Orchards in Kravarica	July 21, 2011 - June 21, 2012	\$51,786.99	€ 36,370.00	Terminated
AC-3	NOA-G-002		AFAS	Training and internship Program for the Best Agriculture Faculty Students	Nov. 15, 2011 - May 14, 2012	\$36,191.00	€ 26,250.00	Finished; Grant Closed
	NOA-G-003		ASK FOODS	Irrigation System and Fertilization for Apple Fruits Plantation 10 ha	July 15, 2011 - August 14, 2011			Terminated
	NOA-G-004		HERON & ADEA	Construction for Hail Protection	July 22, 2011 - June 21, 2012	\$68,401.67	€ 50,884.00	Finished; Grant Closed
	NOA-G-005		FIDANISHTJA BYTYQI	Installation of fertigation system at fruit tree and ornamentals nursery "Bytyqi"	July 15, 2011 - June 14, 2012	\$11,818.31	€ 8,300.00	Finished; Grant Closed
	NOA-G-006		ASK FOODS	Anti-Hail System for 6.5 Ha of apples	Nov 1, 2011 - May 31, 2012	\$69,052.84	€ 50,063.31	Finished; Grant Closed
	NOA-G-007		AGROPRODUKT-SYNE	Kosova's Golden Spice	July 21, 2011 - Oct. 31, 2011	\$58,735.58	€ 41,250.00	Finished; Grant Closed
	NOA-G-008		AGROSERIA	Modernization of gherkin sizing and building of collection capacities for fresh vegetables	July 15, 2011 - Sept. 30, 2011	\$27,338.74	€ 19,200.00	Finished; Grant Closed
	NOA-G-009		AGROCELINA	Saffron Cultivation in 0.5 Ha	July 21, 2011 - June 30, 2012	\$19,578.53	€ 13,750.00	Ongoing
	NOA-G-010		SUNRISE	Anti Hail System for 2 Ha	July 15, 2011 - Dec. 31, 2011			Terminated
	NOA-G-011		EUROFRUTI	Strengthening system of collection/processing through assistance in improving infrastructure due to HACCP requirements	Nov. 1, 2011 - Dec. 31, 2011	\$42,254.52	€ 29,650.00	Finished; Grant Closed
	NOA-G-012		DIELLON-E	Cooling and storage for apple and pears	Nov. 3, 2011 - Jan. 31, 2012	\$23,009.00	€ 16,689.00	Finished; Grant Closed
AP-3	NOA-G-013		IADK	Supervision of Grantees for Trial Cultivation of New Apple Varieties	Dec. 1, 2011 - Oct. 31, 2012	\$46,048.00	€ 33,400.00	Finished; Grant Closed
AP-1 & AP-2	NOA-G-014		Heron & Adea	Trial Cultivation of new Apple Varieties 1.0 ha	Dec. 1, 2011 - Oct. 31, 2012	\$24,045.50	€ 17,528.20	Finished; Grant Closed
AP-1 & AP-2	NOA-G-015		Me Agro	Trial Cultivation of new Apple Varieties 1.0 ha	Dec. 1, 2011 - Oct. 31, 2012	\$23,566.42	€ 17,149.20	Finished; Grant Closed
AP-1 & AP-2	NOA-G-016		Agrounion sh.p.k.	Development of 1.0 ha of Apple Demonstration	Dec. 1, 2011 - Oct. 31, 2012	\$24,011.80	€ 17,501.60	Finished; Grant TBC
AP-1 & AP-2	NOA-G-017		Agrovizioni	Demonstration of New Varieties and Technologies of Apples in 1.0 ha	Dec. 1, 2011 - Oct. 31, 2012	\$26,734.40	€ 19,655.50	Finished; Grant Closed
AP-1 & AP-2	NOA-G-018		UVB	Trial Cultivation of new Apple Varieties 1.0 ha	Dec. 1, 2011 - Oct. 31, 2012	\$25,168.10	€ 18,416.40	Finished; Grant Closed
AP-1 & AP-2	NOA-G-019		Fortikultura-Sofije Veseli	Apple Orchard 1.0 ha	Dec. 1, 2011 - Oct. 31, 2012	\$24,487.00	€ 17,877.50	Finished; Grant TBC
TG-4	NOA-G-020		NTP Agro-Drini	Supervision of Grantees of Trial Cultivation of New Varieties of Table Grapes	Dec. 6, 2011 - Nov. 30, 2012	\$46,443.00	€ 33,686.00	Finished; Grant Closed
TG-1, 2 & 3	NOA-G-021		NGO Zeri i Bujkut	Trial Cultivation of New Table Grape Variety 1.7 ha	Dec. 6, 2011 - Oct. 31, 2012	\$65,765.00	€ 48,321.53	Finished; Grant TBC
TG-1, 2 & 3	NOA-G-022		Speed company	Demonstration of Table Grape and New Technologies 1.0 ha	Dec. 6, 2011 - Oct. 31, 2012	\$39,914.00	€ 29,118.34	Finished; Grant TBC
TG-1, 2 & 3	NOA-G-023		Fehmi Sokoli	Establishment of 1.5 ha Table Grape Vineyard	Dec. 6, 2011 - Oct. 31, 2012	\$56,223.00	€ 41,747.73	Finished; Grant TBC
TG-1, 2 & 3	NOA-G-024		Stone Castle V.W.	Establishment of 2.0 ha Table Grape Vineyard	Dec. 6, 2011 - Oct. 31, 2012	\$79,209.00	€ 57,747.37	Finished; Grant TBC
St-4	NOA-G-025		IADK	Supervision of Grantees of Trial Cultivation of New Varieties of Strawberries	Dec. 8, 2011 - Oct. 31, 2012	\$38,604.00	€ 28,000.00	Finished; Grant TBC
St-1 & St-2	NOA-G-026		NSH Fidani - Dudije Bala	Trial Cultivation of Strawberries 0.3 ha	Dec. 8, 2011 - Oct. 31, 2012	\$4,206.00	€ 3,051.00	Finished; Grant TBC
St-1 & St-2	NOA-G-027		ALBA - Zeqir Jahiu	Trial Cultivation of New Varieties of Strawberries 0.5 ha	Dec. 8, 2011 - Oct. 31, 2012	\$7,011.00	€ 5,085.00	Finished; Grant TBC
St-1 & St-2	NOA-G-028		Kopshti i perimeve - Avni Shala	Establishment of strawberry orchard 0.6 ha	Dec. 8, 2011 - Oct. 31, 2012	\$8,232.00	€ 6,102.00	Finished; Grant TBC
St-1 & St-2	NOA-G-029		Kopshti i perimeve - Hetem Balaj	Strawberry cultivation in open field 0.3 ha	Dec. 8, 2011 - Oct. 31, 2012	\$4,116.00	€ 3,051.00	Finished; Grant TBC
St-1 & St-2	NOA-G-030		Prosperteti i Karadakut - Lumnie Bislimi	Trial Cultivation of New Varieties of Strawberries 0.5 ha	Dec. 8, 2011 - Oct. 31, 2012	\$7,011.00	€ 5,085.00	Finished; Grant TBC
St-1 & St-2	NOA-G-031		Kopshti i perimeve - Selim Balaj	Strawberry plantation 0.3 ha	Dec. 8, 2011 - Oct. 31, 2012	\$4,116.00	€ 3,051.00	Finished; Grant TBC
St-1 & St-2	NOA-G-032		Me Agro	Establishment of strawberry orchard 1.0 ha	Dec. 8, 2011 - Oct. 31, 2012	\$14,021.00	€ 10,170.00	Finished; Grant Closed
St-1 & St-2	NOA-G-033		Agrovizioni	Establishment of strawberry orchard 1.0 ha	Dec. 8, 2011 - Oct. 31, 2012	\$13,719.00	€ 10,170.00	Finished; Grant Closed
St-1 & St-2	NOA-G-034		KB Horticoop	Trial Cultivation of New Varieties of Strawberries in 1.0 ha	Dec. 8, 2011 - Oct. 31, 2012	\$13,719.00	€ 10,170.00	Finished; Grant TBC
St-1 & St-2	NOA-G-035		Kultivari	Trial Cultivation of New Varieties of Strawberries 0.5 ha	Dec. 8, 2011 - Oct. 31, 2012	\$7,011.00	€ 5,085.00	Finished; Grant TBC
St-1 & St-3	NOA-G-036		NTP Dredheza	Nursery for strawberries	Dec. 21, 2011 - Oct. 31, 2012	\$1,233.00	€ 917.00	Finished; Grant Closed
St-1 & St-3	NOA-G-037		Fidanishtja e Godancit	Nursery for strawberries	Dec. 21, 2011 - Oct. 31, 2012	\$1,233.00	€ 917.00	Finished; Grant TBC
R-3	NOA-G-038	Registration pending	Biolab	Supervision of Grantees of Trial Cultivation of New Varieties of Raspberries	Dec. 15, 2011 - Feb. 28, 2013	\$35,782.00	€ 26,525.00	Finished; Grant TBC
R-1 & R-2	NOA-G-039		NPT Beni Com	Cultivation of raspberries in 0.5 ha	Dec. 22, 2011 - Nov. 30, 2012			Terminated
R-1 & R-2	NOA-G-040		Minifarma "AgroF&T"	Cultivation of raspberries in 0.5 ha	Dec. 22, 2011 - Nov. 30, 2012	\$6,013.00	€ 4,458.00	Finished; Grant TBC
R-1 & R-2	NOA-G-041		Producers association of Raspberries Vilamet Miker	Cultivation of raspberries in 2 ha	Dec. 22, 2011 - Nov. 30, 2012	\$24,053.00	€ 17,830.00	Finished; Grant TBC
R-1 & R-2	NOA-G-042		NSH Success	Cultivation of raspberries in 0.5 ha	Dec. 22, 2011 - Nov. 30, 2012	\$6,013.00	€ 4,458.00	Finished; Grant TBC
R-1 & R-2	NOA-G-043		DPZ Ademi	Cultivation of raspberries in 0.5 ha	Dec. 22, 2011 - Nov. 30, 2012	\$6,013.00	€ 4,458.00	Finished; Grant Closed
R-1 & R-2	NOA-G-044		Bio Food	Cultivation of raspberries in 0.5 ha	Dec. 22, 2011 - Nov. 30, 2012	\$6,013.00	€ 4,458.00	Finished; Grant TBC
R-1 & R-2	NOA-G-045		KB Rugova	Cultivation of raspberries in 0.5 ha	Dec. 22, 2011 - Nov. 30, 2012	\$6,013.00	€ 4,458.00	Finished; Grant TBC
B-1 & B-2	NOA-G-046		NTP "Juniku"	Establishment of 2 ha of Trial Cultivation of Blueberries	Dec. 27, 2011 - Nov. 30, 2012	\$35,866.00	€ 26,680.00	Finished; Grant TBC

NOA GRANT REPORT								
Period including Q2 2013								
Activity #	Grant No.	DUNS No.	Grantee	Grant Title	Period of Performance	Amount in \$	Amount in €	Status
B-1 & B-2	NOA-G-047		MOEA	Trial Cultivation of Blueberries in 2 ha	Dec. 27, 2011 - Nov. 30, 2012	\$35,866.00	€ 26,680.00	Finished; Grant TBC
B-1 & B-2	NOA-G-048		PP "Nikola's"	Trial Cultivation of Blueberries in 0.5 ha	Dec. 27, 2011 - Nov. 30, 2012	\$8,966.00	€ 6,670.00	Finished; Grant TBC
B-1 & B-3	NOA-G-049		NTP Dredheza	Nursery Plantings of Blueberries in 0.5 ha	Dec. 27, 2011 - Nov. 30, 2012	\$8,966.00	€ 6,670.00	Finished; Grant Closed
	NOA-G-050	Registration pending	Fil & Farmer	Completion of high density apple orchard	Feb. 1, 2012 - Dec. 31, 2012	\$28,230.00	€ 21,000.00	Ongoing
R-1 & R-2	NOA-G-051		APC	Demonstration and Promotion of new Raspberry cultivars for fresh market	June 8, 2012 - Mar 31, 2013	\$16,738.60	€ 12,700.00	Ongoing
OR-6	NOA-G-052		INIT productions	Production of a TV advertisement for the promotion of agriculture in Kosovo	Dec. 2, 2011 - Dec. 19, 2011	\$13,787.00	€ 10,000.00	Finished; Grant Closed
AS-1	NOA-G-053		KB Arbana	Trial cultivation of Asparagus in 0.5 ha	May. 8, 2012 - April 30, 2013			Terminated
AS-1	NOA-G-054		Exploren Inteligenc - Musli Kasumi	Demo cultivation of asparagus in 0.5 ha	May. 8, 2012 - April 30, 2013	\$802.63	€ 610.00	Ongoing
AS-1	NOA-G-055		Exploren Inteligenc - Muhamed Ismajli	Asparagus plantation in 0.6 ha	May. 8, 2012 - April 30, 2013	\$963.16	€ 732.00	Ongoing
AS-1	NOA-G-056		Asparakos	Asparagus plantation in 0.5 ha	May. 8, 2012 - April 30, 2013	\$802.63	€ 610.00	Ongoing
AS-1	NOA-G-057		Agrogreen	Asparagus plantation in 0.5 ha	July 24, 2012 - April 30, 2013	\$802.63	€ 610.00	Ongoing
AS-1	NOA-G-058		HA Projekt	Asparagus plantation in 1.2 ha	May. 8, 2012 - April 30, 2013	\$1,933.65	€ 1,464.00	Ongoing
EC-6	NOA-G-059		Valon-Trade	Spraying services for vineyards with table grape	June 1, 2012 - April 30, 2013	\$5,931.00	€ 4,500.00	Ongoing
EC-6	NOA-G-060		Vreshtar	Spraying services for vineyards with table grape and apple orchards	June 1, 2012 - April 30, 2013	\$5,931.00	€ 4,500.00	Ongoing
EC-6	NOA-G-061		Dinamanti	Spraying services for vineyards with table grape and apple orchards	June 1, 2012 - April 30, 2013	\$5,931.00	€ 4,500.00	Ongoing
EC-6	NOA-G-062		Lakto-Theranda	Spraying services for vineyards with table grape and apple orchards	June 1, 2012 - April 30, 2013	\$5,931.00	€ 4,500.00	Ongoing
	NOA-G-063		ASK Foods	Increase of production capacities and improvement of safety and quality of the processed fruits and vegetables	June 6, 2012 - Oct 31, 2012	\$57,728.40	€ 43,800.00	Ongoing
R-1 & R-2	NOA-G-064		ASK Foods	2.7 ha Raspberries (different varieties)	June 8, 2012 - March 31, 2013	\$22,614.24	€ 17,158.00	Ongoing
	NOA-G-065	Registration pending	Sole Kosova	Improvement of food quality and safety by introducing of New technology and International standards (HACCP)	July 19, 2012 - Feb 28, 2013	\$85,800.00	€ 66,000.00	Ongoing
CG-5	NOA-G-066		Shala Produkt	Install Gherkin calibration system and improve receiving and collection of existing storage for fresh vegetables	July 19, 2012 - Dec 31, 2012	\$21,450.00	€ 16,500.00	Finished; Grant TBC
CG-5	NOA-G-067		Agroprodukti	Installing of calibration system for gherkins and improvement of long term storage of fresh vegetables	July 19, 2012 - Dec 31, 2012	\$21,450.00	€ 16,500.00	Finished; Grant TBC
	NOA-G-068		Manaferra Drita	Drip irrigation system for blackberries	July 23, 2012 - Oct 22, 2012	\$7,460.00	€ 5,985.00	Finished; Grant TBC
L-5	NOA-G-069	499459320	Agro Serra	Post-harvest technology in lettuce processing	July 19, 2012 - June 15, 2013	\$98,056.00	€ 78,665.00	Ongoing
OR-6	NOA-G-070		INIT productions	Production of a second NOA/MAFRD TV advertisement for the promotion of agriculture in Kosovo	July 19, 2012 - Aug 13, 2012	\$12,800.00	€ 10,000.00	Finished; Grant Closed
Sa-3 & Sa-4	NOA-G-071		Krusha e Madhe	Saffron Cultivation in 0.3 ha	Sept 11, 2012 - Aug 10, 2013	\$16,575.00	€ 13,025.00	Ongoing
Sa-3 & Sa-4	NOA-G-072		New Venture	Saffron	Sept 11, 2012 - Aug 10, 2013	\$16,575.00	€ 13,025.00	Ongoing
Sa-3 & Sa-4	NOA-G-073		Te Xherma	Cultivation of Saffron	Sept 13, 2012 - Aug 12, 2013	\$16,097.00	€ 12,735.00	Ongoing
AS-1	NOA-G-074		PP "Zika"	Cultivation of Asparagus in 0.5 ha	Oct 03, 2012 - Sept 02, 2013	\$771.04	€ 610.00	Ongoing
Grants issued during Q2 2013								
	NOA-G-075	499460701	Abi & Elif 19	Increase of human capacities of the company	Feb. 1, 2013 - Oct. 31, 2013	\$10,521.90	€ 8,100.00	Ongoing
	NOA-G-076		ASK FOODS	Increase of production capacities and output by employing new professionals in selected fields	Feb. 1, 2013 - Oct. 31, 2013	\$14,906.03	€ 11,475.00	Ongoing
	NOA-G-077		Etlinger	Increased professional capacities of the company through support for engagement of professional staff	Feb. 1, 2013 - Oct. 31, 2013	\$9,352.80	€ 7,200.00	Ongoing
	NOA-G-078		EuroFood	Increased human capacities for increased production and improved quality of products	Feb. 1, 2013 - Oct. 31, 2013	\$11,398.73	€ 8,775.00	Ongoing
	NOA-G-079		MOEA LLC	Increase of human capacities in the processing sector, respectively in MOEA-Frutomania	Feb. 1, 2013 - Oct. 31, 2013	\$11,398.73	€ 8,775.00	Ongoing
	NOA-G-080		Sole Kosova	Adaption of new investments according to the Kosovo Agri-System for processors	Feb. 1, 2013 - Oct. 31, 2013	\$14,029.20	€ 10,800.00	Ongoing
	NOA-G-081		SHPQK/SHQK	Transparency and neutrality during sampling of milk for quality control	Feb. 1, 2013 - Oct. 31, 2013	\$18,818.61	€ 14,487.00	Ongoing
	NOA-G-083		Bylmeti	Technical support to the farmers and milk producers	March 4, 2013 - Aug. 31, 2013	\$2,295.38	€ 1,680.00	Started
	NOA-G-084		Magic Ice	Engagement of an expert for extension	March 7, 2013 - Aug. 31, 2013	\$2,295.38	€ 1,680.00	Started
	NOA-G-085		EuroLona	Technical support to the farmers and milk producers	March 7, 2013 - Aug. 31, 2013	\$2,295.38	€ 1,680.00	Started
	NOA-G-086		Ajka	Technical support to the farmers and milk producers	March 7, 2013 - Aug. 31, 2013	\$2,295.38	€ 1,680.00	Started
	NOA-G-087		Krasniqi-R	Establishment of blueberries orchard in 0.5 ha	March 20, 2013 - Nov. 19, 2013	\$7,463.30	€ 5,695.00	Ongoing
	NOA-G-088		Blerti	Establishment of plantation with cultivated blueberries in 0.9 ha	March 20, 2013 - Nov. 19, 2013	\$13,433.94	€ 10,251.00	Ongoing
	NOA-G-089		Toni	Establishment of plantation with cultivated blueberries in 0.9 ha	March 20, 2013 - Nov. 19, 2013	\$13,433.94	€ 10,251.00	Ongoing
	NOA-G-090		Fisi	Establishment of plantation with cultivated blueberries in 0.9 ha	March 20, 2013 - Nov. 19, 2013	\$13,433.94	€ 10,251.00	Ongoing
	NOA-G-091		Zdrava Hrana	Trial Cultivation of Blueberries in 0.5 ha	March 21, 2013 - Nov. 20, 2013	\$7,463.30	€ 5,695.00	Ongoing
	NOA-G-092		Juniku	Establishment of plantation with cultivated blueberries in 1.3 ha	March 21, 2013 - Nov. 20, 2013	\$19,745.30	€ 15,067.00	Ongoing
	NOA-G-093		Pemishtja Korrani	Spraying services for apple orchards	March 29, 2013 - Sep. 30, 2013	\$4,586.75	€ 3,500.00	Started
	NOA-G-094		Agro-Sistem	Services for spraying of apple, pear, plum and cherry orchards	March 29, 2013 - Sep. 30, 2013	\$4,586.75	€ 3,500.00	Started
	NOA-G-095		Premili-Alb	Improving of application of pesticides in orchards and vineyards of Gjakova municipality	March 29, 2013 - Sep. 30, 2013	\$4,586.75	€ 3,500.00	Started
	NOA-G-096	Registration pending	Euro Taç	Improvement of infrastructure of the Euro Tac collection Center	March 29, 2013 - Jun. 30, 2013	\$38,001.88	€ 28,998.00	Started
	Total Grants issued project to date					\$1,885,082.75	€ 1,401,523.68	

**U.S. Agency for International Development**

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